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2.21 1913

The Planters Nursery Co.

Winfield, Kans.



These Are the Trees I Ship You
Direct From
My Big
Nurseries

Chas Dunbar



How D'ye Do!

This Is My Personal Page and I'm Going to Talk Turkey!

SHERE'S no use in telling you I can't write. You'll find that out right at the start. When a fellow's spent most of his time holding digging tools it seems like he gets so his mind don't run to cultivating adjectives and digging at verb roots. They tell me that in the East there are fellows who make a business of writing catalogs for people. That certainly would have saved me a lot of labor, but I have no money to spend that way.

I'm trying to get out this little book just as cheap as I can. I'm not even using two colors of ink, because that would mean more money, and when you're keeping down prices you have to watch your step when you spend money. A lot of big nursery houses will laugh when they see this book, but when they look at my prices they'll laugh on the other side of their mouths. I can tell you that.

There's nothing like good health. I know because I've been through a power of sickness. Feeling chipper as a three-year-old now, but I mention the sickness because it is responsible for my being in the business in which I'm now engaged.

You see I was a grower originally but moved to Winfield to give my children town schools and because I thought I could make more money. I guess the town air doesn't agree with big open-lunged people like us—first thing I knew my wife and nearly the whole family was sick at once. Flat on my back? I should say I was.

Well, there were five mouths to feed beside my own, so you'd better believe as soon as I was able to scramble on my feet I hiked back to the country. But in town I had noticed one thing. Eggs that we farmers sold for 18 cents a dozen (this was many years ago) were sold by the town grocers for 22 cents. That extra 4 cents represented their profit for handling and did not make the eggs one bit better.

So when I began to raise trees and plants I began to study on that egg lesson. Every extra hand that touches a product adds something to the price of that product, without

increasing the quality. Why not sell my trees and plants direct to the user and cut out the profits of the dealer and agent? Here's the way it works out:

The grower gets \$5.00 from the wholesaler.
The wholesaler gets \$7.00 from the retailer.
The Retailer gets \$12.00 from the agent.
The agent gets \$20.00 from you.

Thus, you see, you are paying \$20 for trees you should get for \$7. This is not swindling or dishonesty—it's simply a wrong method. You pay more, but you don't get more. My one profit system of selling takes out the fattened unnatural profits and gives you quality trees and plants at prices 60 per cent less than you've been in the habit of paying.

Not only that, but you are likely to get better stock because it comes direct from my soil to your soil and is fresh. Where stock passes through many hands there is considerable delay, which means that the stock is not always fresh when it reaches you. Here's what United States Department of Agriculture (Farmers' Bulletin No. 113) says on the subject: "If the farmer makes his purchase direct from the nurseryman he will save the expense of the middleman or agent and is less liable to the mistakes and injuries that may occur through repeated handling."

Well, I started out, and, believe me, things started with a hum. Got good orders the very first season. Seems like the public was just waiting for something of this kind. I mighty soon saw I wasn't going to have near enough trees to handle the demand, so the next year I decided to go whole hog or none. I planted more than a million trees. It looks like I'm going to be stuck again this year with more orders than trees. I may get through all right, but I'm advising everybody to get their orders in early so as to avoid being disappointed.

Chas Dunbar

THE PLANTERS NURSERY CO.

THE PLANTERS NURSERY CO.

1918 PRICE LIST

WINFIELD,

KANSAS.

FIRST

To Planters and
Food Producers:

YOU

CLASS

For patriotic and
economic reasons the Planters Nur-
sery Co., is not issuing a new cata-
log this year. Instead we send you
the same catalog mailed to our trade
last season, the only difference be-
ing a change in price.

GET

TREES

You know about the Planters
plan of selling trees straight from
the Nursery to you at prices much
lower than you can purchase stock for
elsewhere. We have had to increase
our prices slightly for 1918 because
of higher labor, packing materials
and general increased cost of doing
business. We know that you'll agree
we're justified in this.

THE

DIRECT

plan of selling trees straight from
the Nursery to you at prices much
lower than you can purchase stock for
elsewhere. We have had to increase
our prices slightly for 1918 because
of higher labor, packing materials
and general increased cost of doing
business. We know that you'll agree
we're justified in this.

BEST

FROM

plan of selling trees straight from
the Nursery to you at prices much
lower than you can purchase stock for
elsewhere. We have had to increase
our prices slightly for 1918 because
of higher labor, packing materials
and general increased cost of doing
business. We know that you'll agree
we're justified in this.

AND

OUR

plan of selling trees straight from
the Nursery to you at prices much
lower than you can purchase stock for
elsewhere. We have had to increase
our prices slightly for 1918 because
of higher labor, packing materials
and general increased cost of doing
business. We know that you'll agree
we're justified in this.

SAVE

PLANT

Quality considered, our prices
are still lower than other nurseries,
and our stock this season is better
than ever. Send your order early
ahead of the rush. You will find
varieties and prices on next page.

THE

TO

Quality considered, our prices
are still lower than other nurseries,
and our stock this season is better
than ever. Send your order early
ahead of the rush. You will find
varieties and prices on next page.

AGENT'S

YOU

Yours for a square deal,
PLANTERS NURSERY CO.

PROFIT

NOTICE TO BUYERS

IN MAKING UP YOUR ORDER USE THIS PRICE LIST AS
THE PRICES THROUGHOUT THE CATALOG ARE NO LONGER IN
EFFECT. YOU WILL FIND ALL VARIETIES PRICED ON THE FOLLOW-
ING PAGES. DESCRIPTION OF VARIETIES ON PAGE OF CATALOG INDICATED.

TERMS INFORMATION PRICES

MAKE UP YOUR ORDER FROM THIS PRICE LIST

This sheet tells you the page of the catalog on which you will find varieties listed and described. Find the kind of trees and plants wanted here, then turn to the page indicated, select the varieties wanted and figure the prices from this list.

RATES.	Each Price	Where you order less than 10 of a single variety.
	10 Price	Where you order more than 10 and less than 50 of a single variety.
	100 Price	Where you order 50 or more trees of a kind and not less than 10 of a variety.
	1000 Price	Where you order more than 300 trees of a kind and not less than 10 of a variety.

TERMS: **Cash with Orders.** Or, if more convenient you may send one-fourth cash with order and pay the balance C. O. D.

SHIPPING INSTRUCTIONS.

Express rates on Nursery stock are 20 per cent. lower than on other merchandise, and for small or medium sized orders about the same as freight. (For table of freight and express rates, see page 28). We advise you to have stock shipped express whenever possible, for quick delivery.

FURTHER INFORMATION.

Page 26 gives you further information on "How to Order", and you will also find information in regard to packing and a copy of our guarantee. Page 27 gives you information in regard to planting, pruning, and caring for trees, preparation of ground, etc. Don't overlook reading this page which will help you greatly in the care and cultivation of your orchard, bringing you the best results. The Planters Nursery Company is as much interested in the results you get as in furnishing you with good trees straight from our Nurseries to you.

DIRECT FROM NURSERY PRICES

APPLES—All varieties listed on pages 3, 4 and 5

Grade	Each	10	100	1000
One year, 2 to 3 ft.....	\$0.14	\$1.20	\$10.50	\$95.00
One year, 3 to 4 ft.....	.19	1.60	15.00	130.00
One year, 4 to 5 ft.....	.21	1.80	17.00	150.00
Two year, 4 to 5 ft.....	.21	1.80	17.00	150.00
Two year, 5 to 6 ft.....	.26	2.40	23.00	200.00

CRAB APPLE—Same price as varieties listed above.

PEAR, Keiffer—The best variety, described on page 5.
PEAR—Standard varieties listed on page 6, prices as follows:

Grade	Each	10	100	1000
Two year, 4 to 5 ft.....	\$0.28	\$2.40	\$20.00	\$160.00
Two year, 5 to 6 ft.....	.35	2.80	24.00	190.00

PEAR—Dwarf varieties described on page 7.

Grade	Each	10	100	1000
Large, 3 to 4 ft.....	\$0.30	\$2.60	\$24.00	\$190.00
Extra large, 4 to 5 ft.....	.35	3.20	30.00	250.00

QUINCE—Varieties described on page 7.

Grade	Each	10	100
Large, 3 to 4 ft.....	\$0.33	\$2.80	\$22.00
Extra large 4 to 5 ft.....	.38	3.30	28.00

CHERRIES—All varieties described on pages 7 and 8, except Compass-Plum.

Grade	Each	10	100	1000
One year, 2 to 3 ft.....	\$0.27	\$2.40	\$20.00	\$180.00
One year, 3 to 5 ft.....	.37	3.60	28.00	240.00
One year, 4 to 5 ft.....	.39	3.80	30.00	250.00
Two year, 4 to 5 ft.....	.38	3.50	29.00	248.00
Two year, 5 to 6 ft.....	.44	4.00	36.00	300.00

COMPASS-PLUM—Note description on page 8.

Grade	Each	10	100
2 to 3 ft.....	\$0.20	\$1.90	\$17.00
3 to 4 ft.....	.25	2.10	21.00
4 to 5 ft.....	.32	3.00	28.00

PEACH—All varieties listed on pages 9, 10, 11 and 12, except Early Wonder and J. H. Hale.

Grade	Each	10	100	1000
First-class, 2 to 3 ft.....	\$0.12	\$1.00	\$9.50	\$90.00
First-class, 3 to 4 ft.....	.15	1.40	13.00	100.00
First-class, 4 to 6 ft.....	.24	2.00	18.00	160.00

PEACH—Early Wonder, The Truly Wonder Peach.

Page 9.

Grade	Each	10	100
First-class, 2 to 3 ft.....	\$0.35	\$3.00	\$25.00
First-class, 3 to 4 ft.....	.40	3.50	30.00

PEACH—J. H. Hale

Grade	Each	10	100	1000
3 to 4 ft.....	\$0.22	\$2.00	\$17.00	\$150.00
4 to 5 ft.....	.28	2.50	2.00	180.00

PLUM—All Varieties listed on page 12 and 13.

Grade	Each	10	100	1000
Stocky, 2 to 3 ft.....	\$0.20	\$1.80	\$16.00	\$140.00
Medium, 3 to 4 ft.....	.25	2.30	20.00	180.00
Large, 4 to 5 ft.....	.32	3.00	28.00	250.00
Extra, 5 to 6 ft.....	.38	3.50	32.00	280.00

APRICOTS—Varieties described on page 14.

Grade	Each	10	100
Stocky, 2 to 3 ft.....	\$0.25	\$2.20	\$20.00
Large, 3 to 4 ft.....	.30	2.80	25.00
Extra, 4 to 5 ft.....	.35	3.20	30.00

NECTARINES—Varieties, page 14.

Grade	Each	10	100
3 to 5 ft.....	\$0.45	\$4.00	\$35.00

GRAPES—No. 1 Heavy Vines. See pages 14 and 15

Varieties.	Each	25	100	1000
Moore's Early	\$0.09	\$1.60	\$6.00	\$50.00
Camp ell's Early .....	.13	2.20	8.00	65.00
Worden .....	.09	1.60	6.00	50.00
Delaware .....	.12	2.20	8.00	60.00
Concord .....	.07	1.20	4.10	33.00
Diamond .....	.11	1.85	7.00	60.00
Pocklington .....	.11	1.85	7.00	60.00
Niagara .....	.09	1.60	6.00	50.00
Brighton .....	.13	2.20	8.00	65.00
Ca.ca.-ba .....	.09	1.60	6.00	50.00
Agawam .....	.09	1.60	6.00	50.00

BLACKBERRIES AND DEWBERRIES—Varieties, page 16. No. 1 Heavy Plants

Varieties.	Each	25	100	1000
Early Harvest	\$0.06	\$1.00	\$3.00	\$20.00
Kenoyer .....	.06	1.00	3.00	20.00
El Dorado .....	.06	1.00	3.00	20.00
Ward .....	.07	1.35	4.40	27.00
Blower .....	.07	1.35	4.40	27.00
Mercereau .....	.07	1.10	3.30	22.00
Austin Dewberry .....	.06	1.00	3.00	20.00
Lucretia Dewberry .....	.06	1.00	3.00	20.00

THE PLANTERS NURSERY COMPANY
Winfield, Kansas

Amount inclosed _____	Date _____	Dou't Write Here
Name of purchaser _____	Name of person sending order _____	No. _____
Street No. _____	R. F. D. _____	Amount _____
Post Office _____		Cash _____
County _____	State _____	Balance _____
Give Full Shipping Directions in This Space		
Ship to _____	Name of party who is to receive shipment _____	Rec'd _____
Shipping Station _____	R. R. Co. _____	Ack'd _____
	Where stock should arrive _____	Shipped _____
County _____	State _____	Frt. Exp. Mail _____
Ship by _____	Ship when _____	Paid Collect C. O. D. _____
Freight, Express or Mail		Now or later

WE GUARANTEE your money's worth or your money back. We take all the risk of pleasing you. If you don't find the stock exactly as we say; if you are not more than pleased, send it back and get your money.

REMEMBER, Planters Nursery trees are shipped *fresh straight to you*. You get the best trees that can be grown, and besides that, you keep half or more of the money right in your pocket. Don't pay four-profit prices when you can get Planters Nursery trees guaranteed equal to the best, and better than the most.

(CONTINUED FROM OTHER SIDE)

TOTAL

Figure Your Order Carefully

Please Do Not Write Here.

FIRST CLASS STOCK STRAIGHT FROM THE NURSERY TO YOU

RASPBERRIES—Strong one-year tips, varieties, page 17

Varieties.	Each	25	100	1000
Scarff	\$0.11	\$1.35	\$ 4.40	\$ 38.00
Kansas	.07	1.00	3.00	20.00
Cuthbert	.07	1.00	3.00	20.00
St. Regis (Everbearing)	.11	1.25	3.40	22.00
Cardinal	.09	1.20	4.00	27.00
Cumberland	.08	1.00	3.00	20.00
Plum Farmer	.08	1.00	3.00	20.00

GOOSEBERRIES—All varieties listed on page 17 except Houghton.

Grade	Each	25	100	1000
One year	\$0.20	\$3.60	\$10.00	\$ 80.00
Two year	.27	4.50	13.50	100.00
Price on Houghton Gooseberry.				
One year	\$0.10	\$2.00	\$ 7.00	\$ 60.00
Two year	.12	2.50	9.00	75.00

CURRENTS—All varieties on page 17 and 18 except Perfection.

	Each	25	100
All varieties	\$0.12	\$2.00	\$ 8.00
Price on Perfection Currant.			
Perfection	\$0.20	\$4.00	\$12.00

STRAWBERRIES—Varieties on page 18 and 19

Varieties	25	50	100	250	500	1000
Excelsior	\$0.45	\$0.80	\$1.10	\$1.80	\$ 2.70	\$ 4.80
Klondike	.45	.80	1.10	1.80	2.70	4.80
Dunlap	.50	.85	1.20	2.10	3.00	5.40
Warfield	.45	.80	1.10	1.80	2.70	4.80
Aroma	.45	.80	1.10	1.80	2.70	4.80
Gandy	.45	.80	1.10	1.80	2.70	4.80

STRAWBERRIES—EVERBEARING. Page 19

Varieties	25	50	100	250	500	1000
Progressive	\$1.20	\$1.80	\$3.00	\$4.80	\$ 9.50	\$18.00
Superb	1.20	1.80	3.00	4.80	9.50	18.00

GARDEN ROOTS.

HORSE RADISH—Maliner Kren, page 20.

	Each	25	100	1000
Extra Big Roots	\$0.04	\$0.85	\$ 2.20	\$ 16.50
3 to 4 inch sets	.35	1.10	6.60	

RHUBARB—The large variety, page 21.

1 year whole roots	Each	10	100	1000
2 year divided roots	\$0.06	\$0.50	\$ 3.30	\$ 22.00
2 year whole roots	.06	.55	4.00	27.00

ASPARAGUS—Conover's Colossal, page 21.

Our one-profit price	10	100	1000
	\$0.15	\$1.00	\$ 7.50

NUT TREES.

PECANS—Grafted and budded. See page 21.

Grade	Each	10
2 to 3 ft.	\$1.25	\$10.00
3 to 4 ft.	1.75	13.50

Pecan Seedlings from Select seed.

Grade	Each	10
2 to 3 ft.	\$0.80	\$ 6.00
3 to 4 ft.	1.25	10.00

PECANS AND ENGLISH WALNUTS—Northern Planting, page 21.

Grade	Each	10	100
2 to 3 ft.	\$1.80	\$15.00	\$130.00
3 to 4 ft.	2.10	18.00	156.00
4 to 5 ft.	2.40	20.00	180.00

CHESTNUT—American Sweet, page 21.

Grade	Each	10	100
3 to 5 ft.	\$0.60	\$ 4.50	\$ 35.00

Sober's Paragon.

Grade	Each	10	100
3 to 5 ft.	\$1.50	\$12.00	\$100.00

FOREST TREE SEEDLING.

Kind	100	500	1000
Russian Mulberry, 6 to 12 in.	\$0.70	\$ 2.75	\$ 4.50
Russian Mulberry, 12 to 18 in.	.90	3.75	6.50
Catalpa Speciosa, 8 to 12 in.	.90	3.75	5.50
Catalpa Speciosa, 12 to 24 in.	1.15	5.50	9.90
Plack Locust, 6 to 12 in.	.70	2.75	4.50
Black Locust, 12 to 18 in.	.90	3.75	6.50

FRUITING MULBERRY.

Varieties and Grade	Each	10
Lowning, 3 to 5 ft.	\$0.35	\$ 2.50
Hick's, 3 to 5 ft.	.35	2.50
New American, 3 to 5 ft.	.35	2.50

SHADE AND ORNAMENTAL TREES.

American White Ash and Box Elder, prices as follows:	Each	10
Size	Each	10
4 to 6 ft.	\$0.30	\$ 2.50
6 to 8 ft.	.40	3.50

Black Locust.

Size	Each	10	100
8 to 10 ft.	\$0.60	\$ 5.00	\$ 45.00
10 to 12 ft.	.75	6.50	50.00

Catalpa.

Size	Each	10	100
3 to 4 ft.	\$0.20	\$ 1.50	\$ 12.00
6 to 8 ft.	.30	2.50	20.00

Catalpa Bungei. (Umbrella Trees)

Size	Each	10	100
4 to 6 ft.	\$1.25	\$10.00	\$ 90.00
6 to 8 ft.	.25	25.00	200.00

Elm, American White.

Size	Each	10	100
6 to 8 ft.	\$0.45	\$ 4.00	\$ 30.00
8 to 10 ft.	.75	6.50	50.00
10 to 12 ft.	2.00	15.00	125.00

Maple, Soft or Silver.

Size	Each	10	100
4 to 6 ft.	\$0.20	\$ 1.80	\$ 15.00
6 to 8 ft.	.30	2.50	22.00
8 to 10 ft.	.40	3.50	30.00

Poplar, Carolina and Norway.

Size	Each	10	100
5 to 6 ft.	\$0.20	\$ 1.50	\$ 13.00
6 to 8 ft.	.30	2.50	22.00
8 to 10 ft.	.40	3.50	30.00

Sycamore.

Size	Each	10	100
4 to 6 ft.	\$0.30	\$ 2.50	\$ 20.00
6 to 8 ft.	.40	3.50	30.00
8 to 10 ft.	.75	6.00	50.00

HEDGE PLANTS.

Variety and Grade	100	1000
Osage Orange, 12 to 18 inches	\$0.50	\$ 4.00

ORNAMENTAL HEDGE.

Variety and Grade	Each	100	1000
California Privett, 12 to 18 in.	\$0.10	\$ 6.50	\$ 50.00
Amoor River Privett, 12 to 18 in.	.12	8.00	65.00
Japanese Barberry, 12 to 18 in.	.20	10.00	85.00

ORNAMENTAL SHRUBS.

All varieties listed and described on pages 23 and 24.
Prices 30c each; \$2.50 for 10; \$20.00 for 100

CLIMBING VINES.

All varieties listed on page 24.
Prices 30c each; \$2.50 for 10; \$20.00 for 100

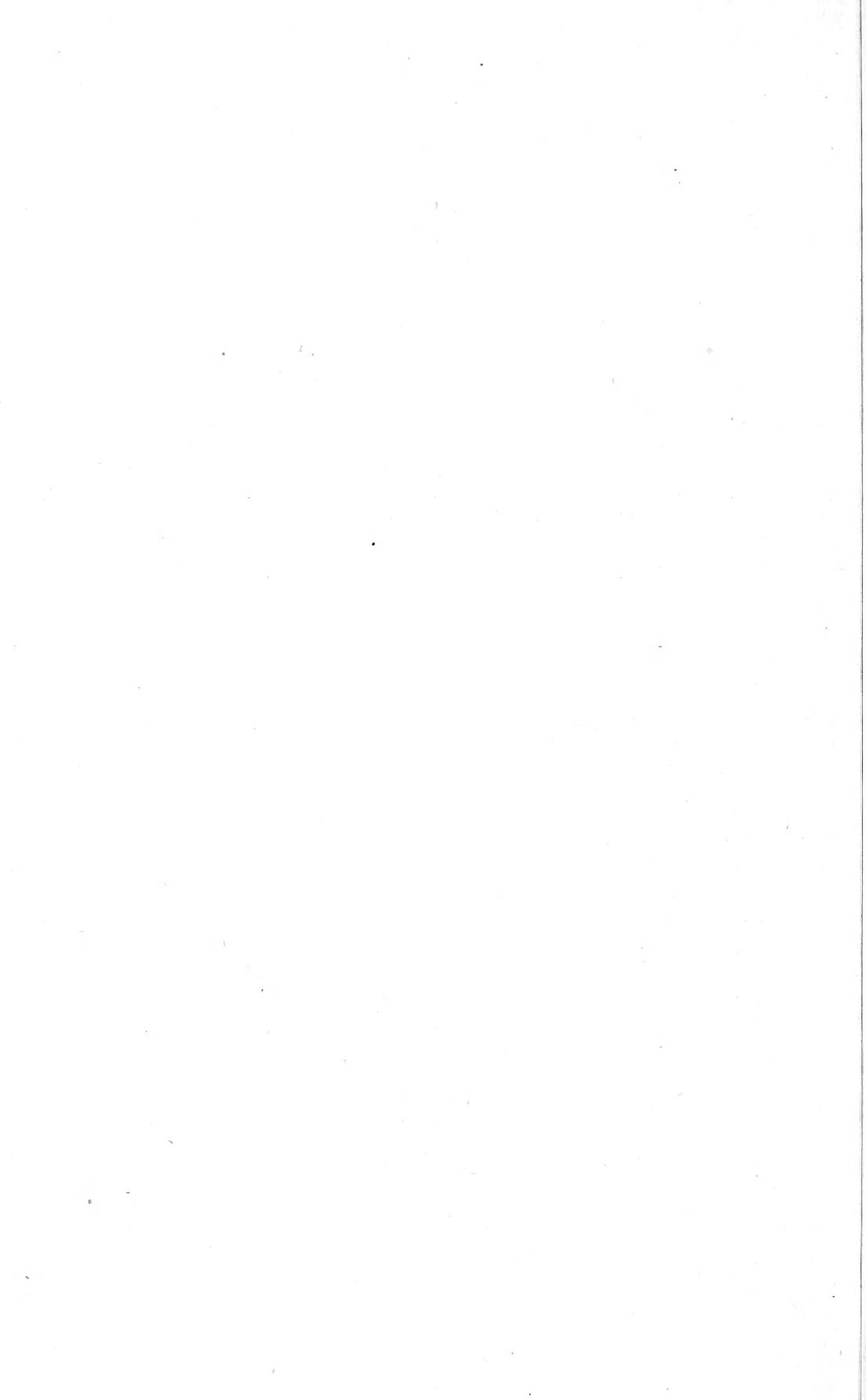
ROSES.

All varieties listed on pages 24 and 25.
Prices 50c each; \$4.00 for 10; \$9.00 for 25

CLIMBING ROSES.

All varieties listed on page 25.
Prices 50c each; \$4.00 for 10; \$9.00 for 25

SEND IN YOUR ORDER EARLY. PLEASE USE OUR ORDER BLANK



Letters Like These Put Heart In A Man

Customers from Everywhere Write to Tell Me How My One-Profit Trees Grow Far Better and Save Them Money Besides.

be you've never heard of Charlie Dunbar before and you are wondering whether you can depend on what I say. There's a page you don't have to wonder about. It's made up of letters from customers who are not in any way connected with my business and have absolutely no motive for saying anything other than the exact truth. These good people written because they were pleased with the stock they secured and the money I saved them. They want their friends to the same advantage which came to them.

They each went to the trouble of sitting down and writing me a letter. Surely you can spare the few minutes which are necessary to read them. They are mighty interesting reading, and not only that, but they will prove to you that right when I say my grower to planter one profit way will save you 40 to 60 per cent and at the same time give you plants, vines and shrubs of unquestioned quality.

"WE'LL ALWAYS BUY FROM YOU."

Received the trees all right and was sure in fine condition. More than pleased with them. I want another order this

time we want any nursery stock we sure will always buy you. I sure saved money on my trees and were the roots on trees I ever saw.—G. A. Williams, Meeker, Okla.

"GOOD TREES AS EVER SHIPPED."

The trees arrived in good shape. I had to open the box to the people the trees before I left town. They all thought I be stung ordering trees by mail order but they all left did I had as good trees as ever shipped in. My neighbors come them and they were all satisfied.

Have ordered from five other nurseries but yours is doing than any of the others. I am proud the way they are.

When I need trees I will order from you and my wife.—P. I. Nelson, Assaria, Kansas.

"GOOD HEALTHY TREES."

Reply to yours of the 6th inst., in regard to the trees I d from you. Will say I have received them all O. K. and them set out. They all looked like good healthy trees and well satisfied with them. When I am in need of trees will you an order.—R. D. Lawrence, Sand Creek, Oklahoma.

"AGENT'S COMMISSION CUT OUT."

Received with the trees received from you. The trees vines were of good quality and the prices for same reasonable. The agent's commission was certainly cut out.—S. Cottonwood Falls, Kansas.

"MAKES CUSTOMERS OF NEIGHBORS."

Saw the trees that you sent to my neighbor and they looked good to me that I wish you to send me 3,000 Speciosa Catalpa tree \$10.50 enclosed.—Carl Schroeder, Olpe, Kansas.

"THEY ARE FINE TREES."

Received your letter of April 3rd wanting me to let you how I like them. I have just received the trees today. are fine trees. Am well satisfied with them.—H. S. Cusick, Je, Kansas.

"WILL ORDER MORE."

Our trees arrived in fine shape. Never had trees shipped in finer shape than those you shipped to me. Am well satisfied with them. They are a nice lot of trees and vines. When more trees I will send to you for them.—W. H. Wright, Jan, Kansas.

"ARE GROWING FINE."

Reply to yours will say the trees and shrubs received in condition and are growing fine. Am greatly pleased with goods and will remember you in the future. You look good and we will do all we can with our neighbors to interest in your favor. Wishing you every success, I am G. W. Hall, Springdale, Ark.

"NEVER SAW NICER TREES."

The trees received in good condition. Never saw nicer trees better roots and so cheap. Am more than pleased and will only recommend them to anyone wanting trees. Believe me, I decide on more trees you will get the order. Think I like fall planting best here.—J. J. Riley, Gotebo, Oklahoma.

"ALL ALIVE AND GROWING."

The fruit trees I ordered from you arrived O. K. and on They sure look like good stock. I have been losing all the trees that I have put out for several years. I think the was the trees were 2 or 3 years old. Of course, you stand the trees that I have lost did not come from you; the trees that you sent me are all alive and growing. V. Bishop, Superior, Nebraska.

"ALL FRESH—STRONG ROOT SYSTEM."

Allow me to thank you for the way you filled my order for shrubs and trees. Everything was so fresh and had such strong root system that they will grow "right off the bat." Am sending you another order.—H. W. Sturtevant, Delavan, Wis.

"WILL SEND ANOTHER ORDER."

The trees were certainly fine and all are alive and they had such fresh and fine roots, and tops, too. Will send you another order this fall.

I think your plan is the right plan for the man that wants good trees and at a price that all can have some.

I expect to put out quite a lot of grape vines this fall. Wishing you every success with your fair treatment and straight business method.—J. H. McKivigan, McAlester, Oklahoma.

"SAVES 73 PER CENT."

Your trees were far better than I expected to get. We got some trees of an agent about the time yours came. We paid twenty-seven cents apiece for peach trees like you sell for seven cents. I am telling my neighbors where to get cheap and good trees.

If I were going to plant my whole farm in trees I would send to you for them. Don't write to me any more for I might order some more.—J. N. Lamb, Fredonia, Kansas.

"THEY ARE SURE TO GROW."

Your trees arrived in good shape; every one looked as if it would be sure to grow. I am much pleased with them as they have better roots than any we have got from local nurseries. Have them all set where they are to grow and look for good results. Will speak a good word for you at any time. Yours with satisfaction,

F. F. Ellerbeck, Princeton, Kan.

"HALF WHAT AGENTS CHARGE."

Yours received and will say that the trees I received of you are satisfactory; just fine. They are all growing, every one of them. Will recommend you to anyone wanting trees, and the cost is hardly half what agents charge, and better stock.

Will send you another order this fall or next spring.—H. G. Loveland, Morganville, Kansas.

"TREES BETTER AND CHEAPER."

I received the trees I ordered of you and they are all O. K. A man is a sucker to buy of these agents that run around the country. Your trees are better and cheaper than from these traveling agents. Even if they do replace at half price for all that die, I have been stung several times myself. No more for me.—F. E. Johnson, Assaria, Kansas.

"GROWER TO PLANTER PLAN."

I am just in receipt of your second shipment of fruit trees, vines and shrubs you shipped to me this spring and I must say they are as fresh and fine as could be wished for. Your plan from the grower to the planter is a good plan and you have my appreciation and best wishes.—G. H. Bowman, Coffeyville, Kan.

"HE CERTAINLY IS PLEASED."

You asked me how I like my trees: Well! Well! How do I like my trees? I've set lots of trees before but these are the best I ever set. I received the trees at the depot and I told the agent it was a little more money than I expected to pay and I would look at them. So I just tore a little rent in the paper cover, looked in, told him I would take them. He said there might be more trees than I sent for. I told him there was no danger. Did not find the difference until I got home and I was the proudest mortal you ever saw. The pear trees were very fine and every tree looked like it would grow. I am very thankful to you. After this, if I want trees I will send to you for them.—B. D. Wallace, Cheney, Kansas.

Afraid to Buy?—Listen!

HERE'S PROOF OF QUALITY

Yes sir, there's the thing that struck me all in a heap when I first started selling direct to user. I found my low prices scared folks. They thought my trees and plants must be culs or something must be wrong. Otherwise, they couldn't see how I could afford to offer them at such low prices.

The secret of my low prices lies in the fact that I sell direct and lop off the profits of all middlemen. I grow trees by the million and sell them by the million. That means I can be content with a small profit on each tree and still make a comfortable living for my wife and five youngsters.

But you know I couldn't look those innocent little chaps in the eyes if I were misrepresenting my goods or selling second grade trees under false pretenses.

Right here let me call your attention to my guarantee, which is printed in full on page 26. This guarantee means if my trees and plants are not exactly as represented you get back every penny of your money and I pay the carriage charges to boot.

On top of this guarantee is the official warranty of the state of Kansas. Kansas has been called a freak state simply because it passed laws to protect the people instead of the big interests. One of these laws provides that no tree, plants or nursery stock can be shipped unless it bears a certificate from the state entomologist showing that it has been examined and found healthy. Everything I ship bears such a certificate. This is one more convincing proof of the quality of my goods.

Now, friends, there's my story, all boiled down to a few words. If I were a fancy writer I could have written it in finer language, but a plain tale's soon told and there you are. My calloused hands are more at home with a hoe handle than with a pen. My wife says when I leave town I might as well be dead for all the letters she ever gets from me.

Where I do my talking is on prices, and if you'll turn to prices now you'll see some real conversation. Prices that'd make you think I'm headed straight for the poor house.

Selling Nursery Stock three times before it reaches you doesn't make it grow a bit better. Just keep this fact in mind. : : : : : : :

APPLES

Except for the work of a comparative few specialists in the Far West, apple raising has not been taken seriously in this country. And yet it is a source of wealth second to none. Ten acres of apples will make you a splendid living—a large tract can make you rich.

Figure it out yourself. Planting' trees 30 feet apart you should have 48 permanent trees to the acre. Each of these trees should produce 10 bushels per year, which at \$1 would be \$480 per acre. Allowing your expense for caring for the trees and handling the crop to be \$120 per acre—goodness knows that's high enough—your profit would be \$360 per acre, or \$3,600 a year on 10 acres, with only half the work required to raise an acre of corn which pays you something like \$13 net profit. Now just cut this right in two and you make \$1,800 a year. By planting berries or early bearing apple or peach trees between the rows you can make your yearly income even greater.

Of course, I know that when you talk apples to the average farmer he says the market's overstocked. But that's all poppycock. Do you know that this year the Eastern markets report an actual scarcity of fine quality barreled apples? Jonathan, Delicious and Spitzemberg apples are selling for 25 and 50 cents a box higher than usual. That doesn't sound like an overstocked market, does it?

The Southern states are buying large quantities of Northern apples. In New York they are paying \$2.50 a barrel for hand picked apples and as high as \$3 for grade A fruit of desired varieties.

I looked into this apple question mighty closely before I wrote this book and I found out this: The apple crop in the United States is usually eaten before the first of January.

This means that the apple acreage will have to be doubled before the supply can come anywhere near equaling the demand.

Now, I don't claim to have every kind of apple there is. Remember I'm growing trees by the million and I have to raise varieties that are standard, of unquestioned quality and in such demand that I can raise them in large quantities.

I'm listing these varieties below and I want you to read the descriptions even if you are not thinking of going into apple raising as a business. You'll always want a few apples for your own use, and what's the use paying fancy prices for them when you can raise them yourself, right on your own place?

My One Profit Prices APPLE.

	Each	10	100	1000
One-year, 2 to 3 feet....	\$.12	\$ 1.00	\$ 9.00	\$ 80.00
One-year, 3 to 5 feet....	.16	1.40	13.00	110.00
Two-year, 4 to 5 feet....	.15	1.40	13.00	120.00
Two-year, 5 to 6 feet....	.20	1.80	17.00	160.00

Every tree offered here is clean, thrifty, healthy and is sent under a certificate of inspection sent by the state entomologist.

You will notice in the money-saving price list given above, I list one-year and two-year trees of different sizes. In making your selection, remember the larger the tree, age being the same, the better it is, just the same as a nine-pound baby is usually healthier than a six-pound youngster. But there are no culs; no matter what size you select, you are sure to get a good tree. My business wouldn't last long enough to call in the sheriff if I tried to sell you culs.

When I try to tell you about these trees, I get so enthusiastic I don't know where to begin. I guess the plainest way will be to set them down in order as they ripen. So here goes.

SUMMER AND FALL VARIETIES.

For Prices See Page 2.

Yellow Transparent. I sometimes think it must have been a Yellow Transparent that tempted Adam. Somehow I don't blame him for wilting. Its beautiful pale yellow color and brisk flavor will make a small boy brave the biggest dog that ever went unchained. The Yellow Transparent is a Russian variety and is the earliest of apples. It bears abundantly and matures early, often bearing in its third year. A splendid apple for the home garden.

Liveland Raspberry. An early summer red apple that brings good prices. White as molded wax, smooth, clear and polished as old ivory. Deeply marked with light crimson stripes, with a sun kissed touch of red on either cheek. White, tender, fine grained flesh, slightly touched with red and a mild juicy flavor that delights the palate. Bears in third to fourth year, with large yield.

Early Harvest. Another yellow beauty. Flat shaped. This is an old favorite.

Red June. The big red apple you used to lie under the trees and munch during the early vacation. The kind you can eat without peeling and "there ain't goin' to be no core." The fruit is oblong and of medium size. This apple ripens somewhat earlier than the Early Harvest and its ripening period often extends over a period of three to four weeks.

Red Astrachan. Deep crimson, striped, very juicy, rather sour, a fine cooking and market apple. Large fruit. Ripens in July.

Sweet June. The fellow who named this apple couldn't have done better if he'd studied for a month. The skin is a beautiful yellow and the fruit has a sweet flavor that makes it a great favorite. It is a flat shaped apple.

Duchess Oldenburg. A vigorous tree for all parts of the country. Can be profitably thinned, because windfalls and other half ripe apples have a market value for cooking. Flesh firm, crisp and tender. Wonderful keeper.

Cooper's Early White. A large round apple of straw color yellow. Fruit ripens in midsummer. This is another dandy apple for home use because it begins to bear very young and you do not have any long wait.

Maiden Blush. Here's an apple that's known from one end of the country to the other. It bears early, grows anywhere and makes heaps of friends wherever it's grown. The Maiden Blush gets its name because of the beautiful dash of crimson which appears amid the lemon-yellow of the skin. The white meat, crisp, tender and juicy, makes it a splendid cooking and eating apple. It also dries successfully. This tree lives for years and as it usually bears in its fourth or fifth year you can see it is a very profitable variety. As the fruit ripens over a period of several weeks it permits of two or three pickings.

Rambo. Green with dull red stripes. This is an old well known variety that is highly prized for its fine flavor. Succeeds in Eastern section. Not hardy for Western climate.

Pennsylvania Red Streak. This is sometimes known as the English Rambo. It is very large, green with dull red stripes. The meat is of a good quality, firm yet succulent. It is one of the old standbys, a good standard variety. Yellow meated—one of the best fall apples for Western section.

Wealthy. Medium fruit, smooth skin, covered with dark red. White fine grained flesh, good quality. Late fall. A good cooking apple for Northern latitudes.



Yellow Transparent Apples.

WINTER VARIETIES.

Grimes Golden. A vigorous upright spreading tree bearing a rich golden yellow apple with tender juicy fruit. This is an annual and bears heavy crops if properly thinned. It comes into bearing young. The Grimes Golden has had a really remarkable record. By sheer merit this wonderful yellow apple made its place in the market when the market wanted red apples. It crowded the red Ben Davis off the market and brings double the money.

A big apple grower said to me the other day: "Don't you sell out your Grimes Goldens till I get a lot more of them. I just can't fill the demand for the variety at my orchard."

Jonathan. Here is a bright red, roundish shape, oval apple. A Spitzenburg type. The flesh is white, with a slight cream yellow. There is a tempting flavor to this apple and the juice has a tang different from that found in any other apple. It is the indescribable marvel of the flavor which makes the Jonathan one of the most popular and biggest paying apples of its season. It is harder and more productive than its parent, the Espotos Spitzenburg, and is adapted to a much wider range of territory. The tree grows to a medium size and is long lived. It bears in the fourth year and is an annual. The fruit hangs well on the tree. Even the small sized grades of this apple are handsome and can be sold readily. The Jonathan is a winner for commercial orcharding, as these apples bring profits in all city markets.

King David. Produces heavy crops of good sized fruit every year. A rich red apple, sometimes turning to purplish black on sunny side. Should be picked early in order to keep well. Flesh is yellow tinged and the flavor is sharp and stimulating. This tree comes into bearing the fourth year and yields heavily every year. It is very valuable as a filler for cross-pollination. A late bloomer. While this tree thrives on strong, fertile soil, it also yields on thin soil and can be planted almost anywhere.

Delicious. You'll probably hear more talk about the Delicious than any other variety. The fruit always commands highest prices. The popularity of the Delicious is really remarkable, considering that the variety is only eighteen years old—the original tree is still standing in Madison County, Iowa. The Delicious is shaped much like the Gano except that the blossom end is less blunt. It is brilliant red, changing to yellow at the blossom end. The flesh of this apple is fine grained and crisp and has a sweet, slightly acid flavor.

APPLES--Continued

For Prices See Page 2.

It is a prime eating apple and can be kept for a long time without specking.

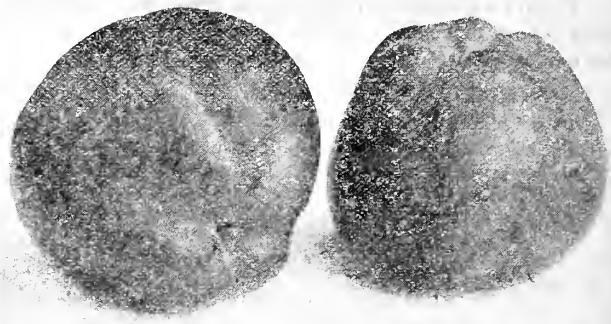
Rome Beauty. Almost every fruit raiser who has made a study of conditions includes the Rome Beauty in his orchard. The quality and appearance of this large apple makes it bring a high price on any market. Being remarkably thick-skinned it can be handled without bruising, which makes it a splendid shipping apple. It is frost proof, strong growing and sure bearing. The Rome Beauty shows up fine in boxes and this helps you get the high prices.

Wagener. Bright red against a yellow background. This apple holds its demand in spite of the fact that it ripens at a time when there are many apples on the market.

Northern Spy. A bright red, plump winter apple, tart, without being sour. Can be stored with safety.



Branch of Sayman Winesap Apple.

**A Couple of Delicious Apples.**

Winter Banana. The name has been given because of the color and the strange undescribable flavor, which haunts your memory from the very first bite. In color this apple is a beautiful wax yellow, much like a banana except that it is tinged with red. The flavor is more aromatic than that of a pear and is most delicious. The skin is smooth and waxy. Altogether this is one of the finest show apples ever developed. It appeals to the eye and everyone who has ever eaten one wants another. Care must be taken in shipping, however, as the transparent skin shows all bruises. The Winter Banana is a good grower, adapted to almost any soil condition. It comes into bearing in the fifth year and is a late bloomer. The branches are flat and spreading and the extra wide leaves make it an ideal shade tree.

Stayman Winesap. This apple, sometimes known simply as the Stayman, is an improvement over the old Winesap. It makes its own market at an extra price because of sheer merit and real quality. The Stayman will grow on loose sandy soil where an ordinary Winesap would not grow. Beginning to bear in its fifth year it bears fruit of uniform quality year after year. The tendency of the ordinary Winesap is to bear undersized fruit in later years. The tree has a dark heavy foliage which protects the fruit from the burning sun. The fruit itself averages larger than the Black Ben Davis, red striped over rich yellow background. The coloring is not quite so brilliant as the Winesap, but there is no difference in the flavor, except a little more mild and richer quality, more pleasing flavor. Quality far excels Delicious. The flesh is slightly sub-acid, firm, crisp and sprightly. It's a family barrel apple that doesn't wear out the welcome. The last one eaten in spring tastes as good as the first one eaten in fall.

Missouri Pippin. A fair quality apple which thrives in western Kansas and western Nebraska. Bears young.

Ben Davis. Everybody knows it. Although this apple is a good keeper it is of poor flavor and I do not advise planting it. I keep only a few of these in stock to supply the demand of those who really want it. Where my opinion is asked I recommend substituting.

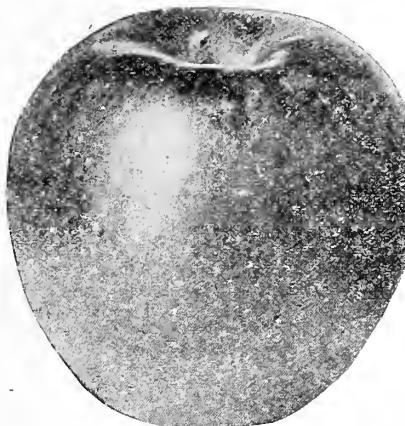
Black Ben Davis. This is a newer member of the Davis family, but much handsomer. Restaurant keepers and fruit stand men use it for display. The Black Ben sells on sight and you do not have apples rotting on the ground. The tree is hardy and vigorous. An apple for eating or cooking. A good box trade apple. It blossoms late in the spring when the weather is more favorable for pollinating.

Spitzenburg. A standard winter apple, handsomely colored, large and regularly shaped. Purplish red, tinged with yellow. Aromatic flavor. Especially prized in Northwestern states.

Gano. In the Gano I offer an improved type of Ben Davis which is not so good as the Black Ben, but is still a great improvement over the old original Ben. This red apple is more uniform and the flavor is heaps better. The crisp white meat has a delectable flavor which reminds one of nothing so much as the bracing winds of early November. One good bite deserves another. The tree is healthy, vigorous and hardy. It resists disease which often injures less virile apple trees. Its season is from December till May. The Gano is a good market apple and is making money hand over fist for commercial orchardists.

York Imperial. Bright pinkish red, with dark red stripes. Tough skin. Flesh juicy and of good quality, but a little coarse. Not an attractive appearing fruit.

✓ **Winesap.** The thick tough skin of the apple makes it a splendid shipper. It is bright red, with a tinge of yellow showing underneath the red. Fine grained and crisp as a frosty morning. It has one unshakable favor to wholesale and retail merchants because of its reputation as an eating apple. Why, I can remember eating it when I was a mere boy going to school. Mother used to say it as the best cooking apple she ever saw and that it was a fine keeper too. No matter what you want an apple for, you will find the Winesap fills the bill. Just say "Winesap" to a city man and he'll not blot back at you "Is that a new kind of breakfast food?" When you say "Winesap" he knows you mean apples. That proves how well the variety is known. The tree is vigorous, spreading and open; keep it open and well pruned and you will always have fruit that averages large with that deep beautiful coloring which never fails to catch the eye and hold the apple prices up to the top of the market.



Whitney Crab Apple.

✓ **Baldwin.** A large, crisp, red apple. Very productive, but not planted much in the West. Good Northern variety.

✓ **Mammoth Black Twig.** This is sometimes known as the Improved Winesap.

While I do not consider it as good as Stayman's Winesap, the fruit is dark red, large and firm. It is very juicy and has a sub-acid flavor. The quality is very fine and the Mammoth is a long keeper. Many orchardists have made considerable money from this apple.

✓ **Northwest Greening.** A hardy, vigorous grower, with large greenish yellow fruit. A long keeper of good quality.

✓ **Arkansas Black.** Round, dark red, almost black. Late keeper. It is a showy market variety and sells readily at a good price.

✓ **Janet.** Late bloomer and good keeper. A juicy green apple, with good flavor.

✓ **Ingram.** Yellow, covered with red, grows swiftly, bears abundantly. Has no off years and fruit keeps until June.

CRAB APPLES

See Page 2 for Prices.

I offer three good varieties of crab apples at the same prices as I have quoted on my regular apple trees.

✓ **Whitney.** A heavy bearing hardy variety. The fruit is very handsome in appearance and has a delicious flavor. Its season is July and is a fine apple for cooking as well as preserves and jelly.

✓ **Transcendent.** A large yellow crab apple striped with red. This is an improved graft from the Siberian crab. A lady in Arkansas wrote me last fall: "I have been keeping house for 30 years and have used many different kinds of crab apples for jellies, but have never found anything to equal the Transcendent." It is a favorite variety.

✓ **Florence.** Highly colored, pinkish red, striped with a darker red. Shows deep yellow wherever shaded. The flesh is also yellow, sharp and sub-acid. This tree bears very young, sometimes at two years. Very hardy. Not subject to blight. Ripens in late summer.

✓ **Red Siberian.** Very similar to the Yellow Siberian, except that the skin is of a reddish tint.

✓ **Yellow Siberian.** A small fruit that comes in bunches. It is very acid. The tree yields well and is very vigorous and hardy.

✓ **Hyslop.** A fine quality, very showy crab apple. Medium size, crimson red, with blue bloom. Ripens September to October. Not a Northern apple.

PEARS

What little objection that has existed against pears in the past has been due to two causes. First, many found the meat hard and gritty near the core and, second, its susceptibility to blight which has rendered the planting of large orchards a risky undertaking. The grittiness above mentioned is due to permitting pears to become fully ripened before picking them. They should be picked when matured, which is shown by the stem having a tendency to pull away from the spur when the stem is raised. Then place them in a cool place until they fully ripen and the pears will be found to be soft, mellow and delicious through and through. I know, because I have been through that grief of gritty pears and what I am telling you I have learned through bitter experience.

The second trouble, the matter of blight, would certainly be serious if it could not be remedied. The money the average fruit grower puts into his orchards represents practically all he has and no man wants to take the chance of losing everything through blight. However, this blight can be overcome by carefully pruning and disinfecting the cuts.

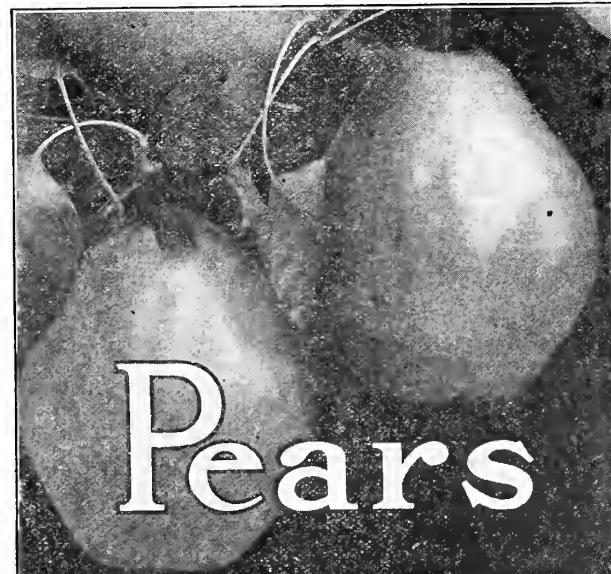
The pear grows erect and can be planted more closely together than apples or other trees which spread out. This means that you get more bushels to the acre. The pear tree is very handsome for avenue decoration. As an orchard proposition it is a big payer, especially if you send your product to particular markets, which pay for looks as well as quality. If you do not desire to raise pears for market, remember it is a most luscious fruit for home use and have at least a few trees. You and the members of your family will enjoy them.

MY ONE-PROFIT PRICES ON STANDARD KEIFFER AND GARBER PEARS.

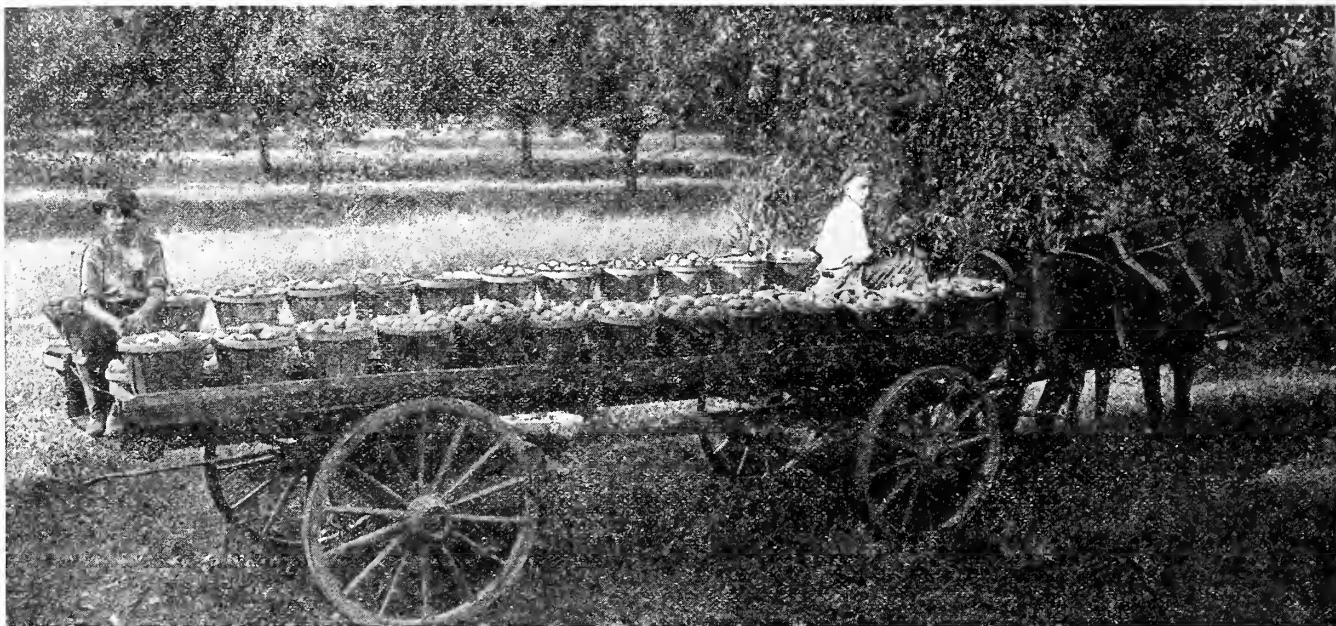
	Each	10	100	1000
Two-year, 4 to 5 feet....	\$0.24	\$2.00	\$17.00	\$140.00
Two-year, 5 to 6 feet....	.30	2.40	20.00	160.00

Here's a little incident right here in the county that tells more about the Keiffer pear than any mere description that I could put down here. There are thirty-two trees that have stood for years in a neglected orchard, full of weeds and forest tree sprouts. These have never received any attention, yet they have continued to bear twenty bushels each year after year. Since they were three years old they have been bearing fruit.

Extra large, 4 to 5 feet30 2.70 25.00 210.00



PEARS—Continued



An Average Keiffer Orchard, 1200 Bushels from One Acre.

This pear is a good deal like the Pekin duck. It thrives well in dry weather, yet does equally well on overflow bottom land. I have seen some of these trees completely under water for 48 hours, yet it didn't hurt them a bit. The fruit is large with yellow skin, red mottled and a beautiful red blush at one side. A large juicy pear that some consider even better flavored than the Bartlett.

If you want to make money without trouble plant five to ten acres of Keiffer pear trees with about five to ten per cent of Garber pear trees to fertilize them. This pear may not be as good as some, but it's a wonder for starting young and bearing sure with great large fruit. Seventy-five of them make a bushel and they're such splendid keepers that you can still have them at Christmas. Pick them off the trees when the seeds get black in fall and box them up till you are ready to can. Or if you want to sell them they are sure BIG MONEY MAKERS.

Garber. Not quite so large as the Keiffer. Yellow skin, with a red cheek. Very successful in the South where other pear trees have failed because it is hardy and resists blight. A pollinator for Kieffers. Wonderful keeper and shipper.

STANDARD PEARS, OTHER VARIETIES.

	Each	10	100	1000
Two-year, 4 to 5 feet.....	\$0.25	\$2.25	\$20.00	\$170.00
Two-year, 5 to 6 feet.....	.32	3.00	25.00	210.00

CLAPP'S FAVORITE. This is a beautiful pear, the kind children like to carry in their lunch pails and grown-ups like to eat out of hand. It's a big yellow fellow, beautifully touched with just enough red and russet patches to give the effect of a wonderful sunset peeping through a bank of illumined clouds. The neck is small, tapering to a rounded point, making it a thing of beauty. The flesh of this remarkable pear is fine grained and juicy. It seems to melt in your mouth. The tree is hardy, vigorous and productive. It blooms late—fourth or fifth year—but is a heavy bearer. This tree is raised successfully in all parts of the country.

Seckle. Small, but good looking and fine tasting. Golden yellow, heavy russeted. It is short and round with a short taper toward the stem end. Experienced growers recognize the Seckle as a high grade pear. It is vigorous and hardy. Being dwarfish it should be planted closer together than other varieties. This is an advantage because you can get more trees to the acre and thus make more money from your land.

The Seckle makes up in quality what it lacks in size. The markets of the large cities have learned of the merit of this pear and are paying good prices for it. It is well to pack it in half boxes where the small size will not be so apparent. This is not dishonest. If it were, I would not suggest it. It is simply displaying your goods to the best advantage.

Bartlett. One of the earliest boyhood recollections of the writer is sitting in the shade of the kitchen door and eating the succulent buttery Bartlett pears from a tree which grew in the back yard. The bright yellow waxy skin was a thing of joy and the white highly perfumed delicious flavor of the meat itself frequently made the folks wonder if I was sick when I didn't want any dinner. It's a splendid home tree for both canning and shipping and is also a good tree for commercial orchards. The tree is vigorous, hardy and erect and prospers everywhere except in the South. Bears in the fourth year. Heavy yields. This tree is frequently used with the Anjou as a pollinator.

Buerre D'Anjou. A splendid shipping pear that is proving very profitable for commercial orchardists. The tree is hardy and long lived and can be depended on to bear good yields year after year. The fruit itself is yellow, sometimes with a touch of crimson. The pear is large and heavy neck and has a short neck tapering toward the end. The white buttery, fine grained flesh has a high flavor which makes the d'Anjou a favorite eating pear. The tree grows into a beautiful pyramid shape which makes it an ornament to any avenue, lawn or orchard. While it does not begin blooming till the fourth or fifth year, it bears annually and produces big yields.

Flemish Beauty. Pale yellow, covered with russet. Large, handsome and sweet. Ripens in September.

Howell. A pale wax yellow pear, with fine red cheek. Early and abundant bearer. Annual.

Koonce. Yellow with carmine cheek. Sweet and highly flavored. A blight resister. July to August.

Lawrence. Greenish yellow, marked with russet. Sweet, good quality. Prolific bearer, seldom blights.

Wilder. A good commercial pear, medium size, with small core. Heavy bearer.

Lincoln. A yellow bright cheeked pear, which grows larger than the Bartlett. Produces when others fail.

Beurre Bosc. A fine large pear; has delicious flavor; juicy and perfumed.

DWARF PEARS

	Each	10	100	1000
Large, 3 to 4 feet.....	\$0.25	\$2.30	\$20.00	\$170.00
Extra large, 4 to 5 feet .....	.30	2.70	25.00	210.00

Duchess. Sometimes known as the Duchess d'Angouleme. This tree does better as a dwarf than as a standard and when grown as a dwarf it produces the largest pears known to horticulture. Blight is scarcely ever known to touch it. It bears a broad chunky pear, yellow in color and frequently russeted. While the surface is knobby and uneven, the meat is of a very fine quality, white, melting, buttery, highly flavored, the kind that once eaten makes you want another. The Duchess is a standing upright grower and is much more hardy than other dwarfs. It comes into bearing in its third year and is a very profitable commercial variety.

Bartlett and Seckle. These have been described in my list of standard varieties. I am also prepared to furnish them budded as dwarf trees. Many prefer dwarfs because they make a good filler in the apple orchard and take up little room in the home grounds.

QUINCE

Quinces are in big demand for flavoring preserves, jellies, marmalades, etc. Quinces have been a neglected fruit in the United States and there has never been a systematic method of supplying the very definite demand which prevails. The quince grows easily when planted on well drained soil. It is a profitable fruit, comparatively free from disease, grows easily and is very productive. On this page I am listing a few standard varieties and I wish to call your attention to my cut-to-the-bone one profit direct to you prices.

	Each	10	100
Large, 3 to 4 feet	\$0.30	\$2.60	\$20.00
Extra large, 4 to 5 feet .....	.35	3.00	26.00



Orange Quince.

Orange. Golden colored, large and fine. Roundish shape, with a very small short neck, flattened at both ends. This variety is much preferred for baking in addition to its value

for flavoring jellies. It keeps until January or February. The Orange is one of the best known quince varieties. It bears in the second or third year with good yields. The tree is moderately vigorous.

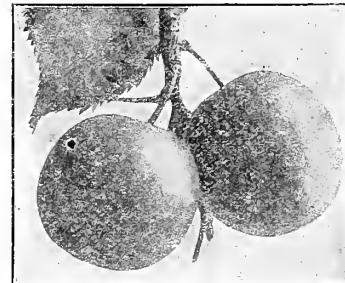
Van Deman. I keep a few of these plants on hand to supply the demand of those who insist on having them. However, I do not recommend the Van Deman, as it is subject to blight.

Champion. Large and handsome fruit which cooks as tender as an apple without hard spots. Greenish yellow. The Champion has a quality as fine as the Orange variety, but is not so highly colored. The flavor is delicate and it is a very valuable variety.

Missouri Mammoth. This is not so good as the Champion. If you are going to select just one variety, I recommend sticking to the Orange.

CHERRIES

Next to apples there is probably no fruit which will return you so much profit per acre with so little work as cherries. It is nothing for a cherry orchard to net the owner \$100 profit per acre and some bring \$500 or more. These extraordinary large profits, however, come where special varieties have been raised and great care given to the orchard. I do not claim you can make \$500 an acre from cherries simply by sitting on your porch and watching them grow. But I do claim that with a little ordinary care you can easily make from \$100 to \$200 an acre clear profit.



Thus, you see, cherries are a mighty fine side line, or if you wish you can make a good living from them with a mighty small investment. Cherry trees will grow wherever apple trees grow and they are almost entirely free from pests. There is no question about a market. The sweet cherries can be sold in nearby centers at a good profit, and the demand for sour cherries is so great that canneries nearly always buy up the country's crop in advance. The cherry demand has never been half supplied. Here is an opportunity for you to make a living or extra money right in your own home.

I am quoting to you prices on both one and two year cherry trees. My cherry trees are grown on good cherry ground and I recommend my one-year trees to you as the best thing to plant. They will give you better satisfaction than ordinary two-year-old trees. I sure am some cherry specialist and you'll write and tell me that my cherry trees are better than any you ever bought before if you plant my trees.

Cherry Prices.

	Each	10	100	1000
Medium one-year 2 to 3 feet...	\$0.25	\$2.20	\$19.00	\$170.00
Large one-year, 3 to 5 feet....	.34	3.30	26.00	220.00
Extra, one-year, 4 to 5 feet....	.36	3.50	28.00	230.00
Two-year, 4 to 5 feet.....	.35	3.25	27.00	226.00
Two-year, 5 to 6 feet .....	.40	3.75	33.00	280.00

CHERRIES—Continued

See Page 7 for Prices.

Early Richmond. Most folks like the Early Richmond because it is early and will thrive anywhere in the country. For the South and Middle West there is nothing better than early Richmond and Montmorency. The two great and standard money makers for the Middle West. The fruit of the Early Richmond is about three-fourths of an inch in diameter, a little less than medium, but is very tender and has a sprightly pleasant flavor. It is thin skinned with light flesh and a light pink juice. Roundish shape with flat end.

Dyehouse. A finer cherry than the Early Richmond, with smaller pit.

May Duke. One of the Duke family. Not so good as the Royal Duke.

Royal Duke. Made up of a number of crosses between the sweet and sour cherries. Has all the good qualities of the sour cherry tree, yet the fruit is half sweet and can be eaten out of hand. Three-fourths of an inch in diameter. Red. It grows in latitudes too cold for ordinary sweet cherry.

Montmorency. This is some cherry! It grows anywhere and I really believe it is raised by more fruit growers than any other sour cherry. It is the largest of the sour, growing to three-fourths of an inch in diameter, plump, roundish and a beautiful red. Hot rainy weather has no effect on it. There's no cracking or rotting. It doesn't drop off even when dead ripe. Another big advantage is that the cherries hang in clusters. This means a big saving in time when it comes to picking, and at cherry picking time in a commercial orchard time is a mighty important item.



Compass Cherry in Second Year.



Early Richmond 1-year Trees; See the Heavy Root System.

The flavor of this cherry is most piquant and very pleasant. The vineous, sub-acid juice is light pink in color and the flavor is pronounced without being harsh. The Montmorency is a general favorite for cooking as no sweet cherry is so satisfactory for pies and sauces. It is a wonder for canning because it can be adapted to so many uses. It is a good market cherry because it can be picked several days before it is ripe; being slightly and presentable even then.

Black Tartarian. Large, black, heart shape. A good quality sweet cherry. Ripens late June and early July.

Napoleon. A large, pale yellow, sweet cherry, with bright red cheek. A big demand for this variety for canning.

English Morello. This dark, sour cherry is one of the latest to ripen. It hangs on trees long after it is ripe. The fruit is dark red, as is also the juice; it is quite sour except when fully ripe. The tree grows small with spreading branches and drooping limbs; tree is short lived but praised on account of the heavy crop and fine quality fruit.

Wragg. An improvement over the English Morello. It is considered hardier and more productive, a better grower and in every way a more profitable variety. It also is a late ripener the same as the Morello. The flesh and juice are light crimson instead of dark red. It bears in its third year. Sometimes a crop is produced in the second year. A sour cherry.

THE COMPASS PLUM CHERRY

Size	Price
3 to 4 foot.....	Each .20 \$1.90 \$18.00
4 to 5 foot.....	.25 2.30 22.00

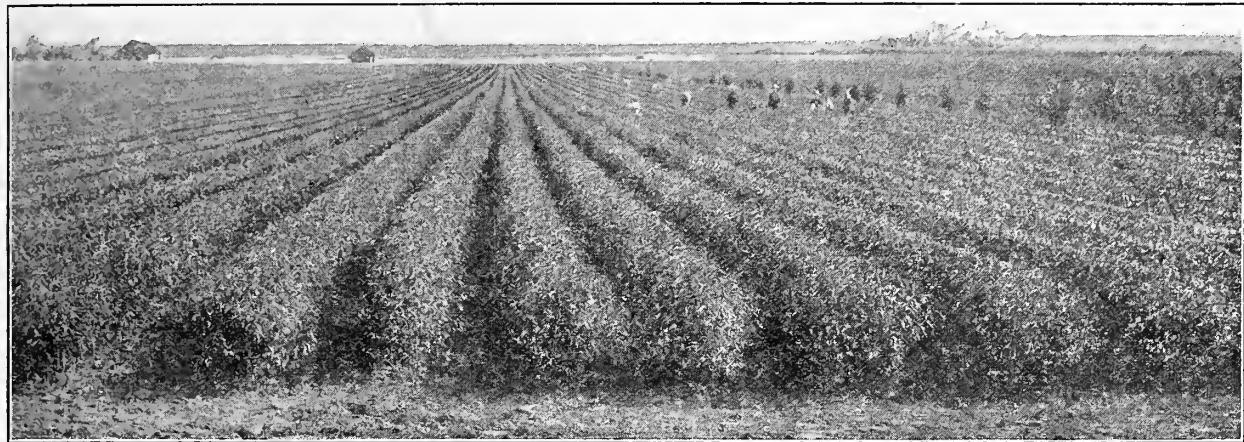
You know we grower folks can't let well enough alone. We're always trying to improve on nature. This Compass is the result of one of these attempts. It's a cross between the Sand Cherry and the Miner Plum. A fellow hardly knows whether to call it a cherry or a plum, but I do know it's a mighty good fruit and a lot of these trees are sold each year.

The fruit on this tree comes to nearly an inch in diameter and is sweet, juicy and of fine flavor. When green the fruit has the appearance of a plum but as it matures it

rounds out to cherry form. The fruit, when ripe, is wine shade, and really it looks more like a plum than a cherry. The original tree bore the third year from the seed and has been bearing each year since. These trees bear the first year after setting out.

The Compass Cherry grows anywhere and is especially recommended for western Kansas, western Nebraska and eastern Colorado because it meets soil conditions in those sections where other trees might not be so successful. Being a late bloomer it misses the frosts.

PEACHES



Field of One-Half Million Peach Trees.

Folks go scampering all over the country looking for gold mines when right at home—under their noses—is BIG MONEY if they only knew it.

Take peaches, for instance. Why only last year **seven car loads** of ripe Colorado peaches were sold right here in Cowley county for \$3.00 a bushel. This is the same as throwing \$10,500 away because those peaches could just as well have been raised here at home and the money kept at home.

This is true not only in Cowley county, Kansas, but in practically every county in the United States. There's hardly a farm in the country that does not contain some absolutely waste land for any other crop, thin poor soil, sandy or rocky points which is just first class peach soil. A college professor once told me that peaches originated in China and moved westward with civilization. But they've certainly done better in good old U. S. A. than they ever did in the land of the pig tail and home of the chop suey.

Peach trees begin to bear in their second year and in their third and fourth years they'll run three bushels per tree. This is not a big claim—I, myself picked **five bushels** off a four year tree. You can plant 120 trees to the acre or 1,200 trees on a 10 acre plot. This would give you 3,600 bushels, which at \$1.00 a bushel would give you \$3,600. Even if it cost you half of this to raise and market them, allow for off years, etc., you would still have \$1,800 a year profit, which is a cracking good income for 10 acres of ground.

There's no use going to the other side of the world to make money. There's money right outside your kitchen door—a peach of an opportunity.

Note: To grow good peach trees and big crops of fruit you must cut and prune hard every year. They grow too much wood. Don't plant too big trees; when you plant cut all limbs off and cut top back to sixteen inches of ground and grow a new low spreading top. Makes harvesting cheap, doubles the life of the tree, grows fine fruit and bigger crops.

The varieties given here are selected from over 100 varieties which I have grown during my many years of experience. The ripening season varies from ten days to two weeks and I have listed them in the order in which they

ripen. Any of the varieties here listed are fine for family use, but if you want trees for a commercial orchard select those marked with a star.

VARIETIES RIPENING JUNE 1 TO AUGUST 1.

✓ **Early Wonder.** Here's the boy that made a peach convert. For years I had considered (early) peaches a watery half-ripe fruit, not fit for children to eat. Then one fine day I met up with this Early Wonder, a peach that ripens clear to the pit. It's a luscious red fruit with a small pit and a perfectly free stone. When ripe the red juice tinges the white meat with a fascinating shade of crimson. Dwarf habit, sturdy and strong, ideal size and shape.

This wonderful peach begins bearing the second year and bears annually. I have trees in my orchard 14 years old that bear as heavily as mere youngsters. Records from everywhere show that three bushels to the tree is an average yield for this variety when trees are only three and four years old. See special price for Early Wonder.

Prices on Early Wonder Peach Only:

	Each	10	100
2 to 3 feet.....	\$0.35	\$3.00	\$25.00
3 to 4 feet.....	.40	3.50	30.00

MY ONE PROFIT PRICES ON PEACHES:

	Each	10	100	1000
First class, 2 to 3 feet.....	\$0.10	\$.90	\$ 8.00	\$ 75.00
First class, 3 to 4 feet.....	.13	1.20	11.00	90.00
First class, 4 to 6 feet.....	.20	1.80	15.00	140.00

✓ **Mayflower.** A good size, creamy white peach, with a touch of red. Holds up well for an early, but is not a good shipper.

✓ **Red Bird Cling.** Roundish, white, bright red blush. Nearly two and one-half inches long. Resists rot. Vigorous, upright.

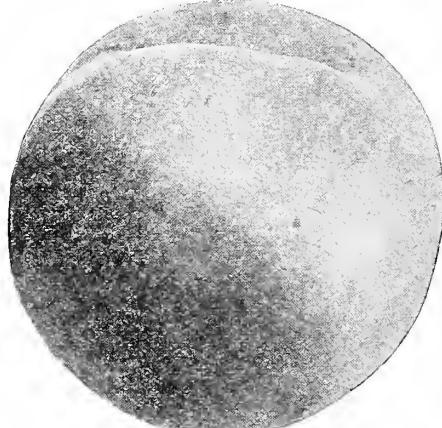
✓ **Alexander.** This is an early cling. It reaches a moderate size and is greenish white, almost covered with deep red. The skin is very thin and the fruit is juicy. A very fine looking peach.

PEACHES—Continued

For Price See Page 9.

Triumph. Here's a remarkable tree that reminds you of that story in Pilgrim's Progress about the man who had a purse that remained full no matter how much he took out of it. The Triumph bears loaded and when you thin it down by removing three-fourths of the fruit, the remainder loads the tree down.

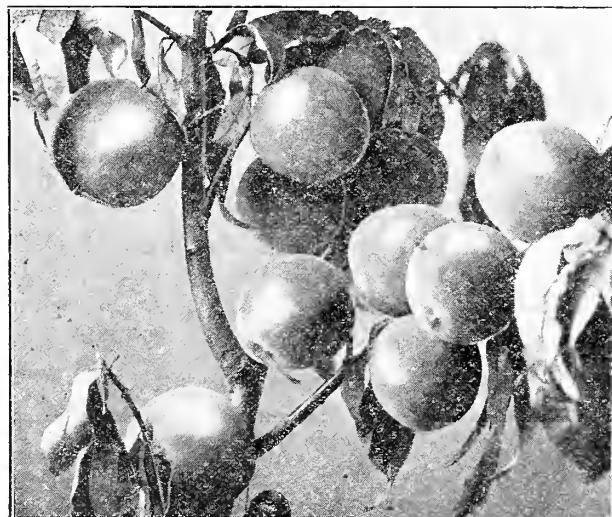
The fruit is a half cling, yellow and orange clear through and as tasty a thing as you ever put in your mouth.



Triumph Peach.

Arp Beauty. A handsome yellow peach, with a blush and mottle of glowing crimson. Fine flavor, firm and juicy. Yields well, and very hardy.

Greensboro. One of the largest and handsomest of our early peaches, perfect free stone. Large, creamy white with splashes of red. This peach is oblong and reaches a length of $2\frac{1}{2}$ inches. The flesh is juicy and tender, the kind that melts in your mouth. Let me put a nice ripe Greensboro in my mouth and I can forget every trouble I ever had in the world.



A Limb of Mamie Ross.

Mamie Ross. White, cream colored with wonderful splashes of red. Dainty as a debutante, sweet as a bride. A riot of color and dream of flavor. Once your lips have touched a Mamie Ross the glorious taste will linger for the rest of your days. It's a half cling until dead ripe, then it comes off the seed easily. The sweet juice of the Mamie Ross is like the trickling joy of clear honey. Fruit very large.

The skin is thin, but tough, and if the peaches are picked before fully ripened they can be shipped without danger of

loss. Friends, I want to tell you I have handled a power of peaches in my time, but the Mamie Ross is absolutely and without exception a bang up brand, one of the very best I ever handled. You will get a crop from this when other varieties are winter killed. The tree is open top, making easy picking and the yield is so heavy that the branches fairly groan with their money making burden.

✓ **Carman.** Roundish, oval, slightly flattened. One side larger than the other; slightly bulging at the tip. Creamy white mixed with a faint red blush and dashes of dark red. A really beautiful peach. The flesh is very tender and near the pit it is tinted. Fine, rich, juicy, a most appetizing flavor. Averages $2\frac{1}{4}$ inches in diameter. Many commercial orchards use this peach because it ripens early. It is larger and better than most early varieties and is a good shipper. The Carman belongs to the North China group. It is a strong, vigorous, upright, a spread tree with open top. Bears third to fourth year.

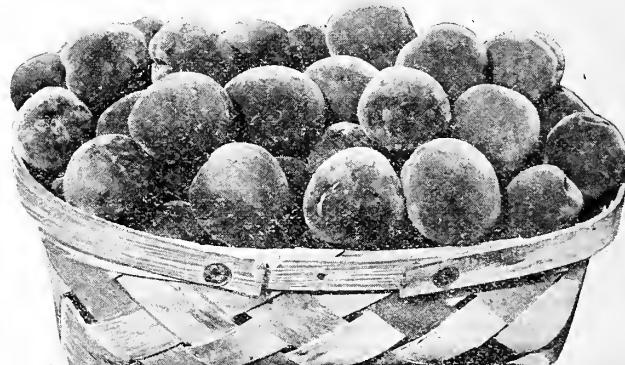
✓ **Hiley.** The dark blush on this yellowish white peach covers more than half of it and gives it a very beautiful appearance. The flesh is creamy white which makes it very attractive when served as a dessert, and much of this whiteness is retained even when the fruit has been canned. It is roundish, oval shaped and usually reaches a size of two and a half inches in length. The tree grows very sturdily with spreading top and branches. It is extra hardy and bears in its third or fourth year. It is a good keeper and a good shipper and should be found not only in commercial orchards but also in orchards for home use.

✓ **Alton.** A firm, sweet, juicy peach that melts in your mouth. A flavor that lingers and a memory that clings. A glorious growth of creamy white temptation, mixed with spattered spots of crimson. It is no wonder that the Alton has won its place in the market and is more popular today even the far famed Carman. This peach averages two and a third inches in length and is semi-free when fully ripe. The tree grows quickly to a large size and spreads out. It is very hardy and has stood up under severe cold that has killed many a weak sister of the peach family. It frequently bears in its third year.

✓ ***Champion.** This large white free stone is certainly well named. In 1887-88 Champion trees growing in Nebraska stood a freeze of 18 degrees below zero and bore an abundant crop the following year. Three years later, when other peach trees had failed, the Champion produced a second crop.

It ripens last of July. The fruit is large and luscious. It has a delicious flavor which makes it a universal favorite. The fruit does not stand long shipments, but the Champion is a profitable commercial peach where it can be sold in nearby markets.

VARIETIES RIPENING AUGUST 1 TO OCTOBER 1.



A Basket of Belle of Georgia Peaches.

✓ ***Belle of Georgia.** This splendid peach easily leads the white varieties. It is hardy and has a finer quality than the Elberta. In fact, because of its high quality has sometimes

been called the "White Elberta." This peach is white, with a very attractive red cheek and when nesting in the baskets on the market it will catch the eye of any buyer. Always brings a good price and is very hardy. It is a free stone which bears heavily and ripens about August first. It is one of my personal favorites and I want to tell you that you will make no mistake in including the Belle of Georgia in your order. You simply can't have too many of this fine variety.

looks. More could not be said. Although this peach has been to some extent superseded by the Elberta as a preserving and canning peach, yet it is still very popular and being a good shipper is considered a good commercial variety in certain favored sections.

✓ ***Capt. Ede.** This is a good commercial peach to follow the Elberta as it ripens about 10 days later and will be in

MY ONE WAY
PROFIT PRICE
ON PAGE 9



MY ONE WAY
PROFIT PRICE
ON PAGE 9

Thin Sandstone Black Jack Land of Perry, Okla., Originally Cost \$10 Per Acre. Planted to Peaches, this Orchard Produces 20,000 Bushels of Peaches Yearly—Imagine the Value Now.

✓ ***Elberta.** Absolutely and without exception the best commercial peach on the market today. It has pushed everything else aside. Ask any commercial orchardist what is the best peach, the very best money maker, and without exception he will tell you the Elberta. It is also a first class tree for private use. A few of these in your garden will give you fine peaches for your table.

The tree is a uniform cropper, hardy and productive. The fruit is large, yellow with red cheek; juicy and well flavored and ripens 10 days before the Crawford late. This brings its ripening period to about September 1.

✓ ***Chinese Cling.** A beautiful oblong, creamy white peach. Skin is almost transparent and the cheek is mottled red. A man who had never seen a peach in his life would at once see that the Chinese Cling is something wonderfully good to eat. It seasons late in August and is one of the most popular varieties in almost all peach sections. This is a very hardy variety and the fruit, which is remarkably sweet, sells for uniformly high prices.

✓ ***Elberta Cling.** This is a seedling to the Elberta Free Stone and is one of the best yellow cling stones that is grown anywhere. It is a remarkably fine peach for canning, preserving and pickling. Whether you want it for commercial use or for your own table you can find nothing better than this beautiful golden yellow Elberta Cling. The fruit is over two and one half inches long and is much esteemed by housewives for preserving, marmalades, butter and pickles. It is a strong, healthy north China type tree and grows well anywhere in the peach belt. It bears in the third or fourth year.

I can heartily recommend the Elberta Cling because I have raised them for years and know what they will do. It is one of my pet varieties and if I were on a desert isle and could have just one fruit tree I honestly believe I would choose the Elberta Cling. That's how much I think of it.

✓ ***Crawford's Late.** Looks like a big yellow ball of pure gold. It grows to nearly three inches in diameter. The flesh is firm but tender and the peach tastes as good as it

demand when the Elbertas have been gobbled up by the market. It is a big yellow free stone peach, very showy and of fine quality.

✓ **Late Elberta.** This is the same as the Elberta except that it ripens a month later. By carrying a few of the latest you can lengthen your season on Elberta. This is as good a market peach as you could select and it very satisfactorily fills the gap between the Elberta and Krummel October.



A Tree of Elberta Cling.

✓ **Wonderful.** A large yellow free stone which is much valued on account of being late. Peaches of this sort are very scarce and it is well to have at least a few trees of this variety on your place so as to prolong the glorious peach

PEACHES—Continued

Prices on Page 9.

season as much as possible. The fruit is large and uniform in size. It is golden yellow suffused with bright crimson. Flesh yellow, rich and high flavored. Small free stone pit. Ripens near the middle of October.

***Heath Cling.** In the central and southern states, where the season is long enough for it to reach maturity, this is known as the Mammoth Heath. In the states farther north the season is too short for it to reach full maturity so it does not attain the great sizes which are possible in more favored localities. Its season is in October.

This is a large, white peach averaging $2\frac{1}{4}$ or more inches in diameter. It is oval, and although it has a thin skin, it is a good shipper by reason of its firm flesh. A sweet, juicy peach. A Jim Dandy for preserves and pickles.

Salway. A late September ripening variety which has hung on trees in Missouri and Kansas until cold weather. Flesh is yellow and firm. A valuable late market variety.

***Krummel's October.** This is a beauty. It is large, almost round. Deep yellow in color, with just enough dark carmine blush to break the yellow and give a color combination that is seldom equalled in nature's most artistic moods. The Krummel October's beauty is more than skin deep, because it is good through and through. It has a piquant flavor that you find in few late peaches. This has been discovered by the public and for years this wonderful peach has commanded high prices on the markets of St. Louis and other large cities.

The fruit will hang for weeks without decaying. It keeps well and is a splendid shipper. Growers all along the line, from Washington to Kansas, report that the Krummel October is one of the best payers they ever put in their orchard. This hardy tree begins to bear young and the yield is heavy each year; being a late peach you get in on the market at a time when most other peaches are gone, so that it finds a ready sale at good prices. If you are not raising peaches commercially, you will find this a fine tree for your own home use. A dish of Krummel Octobers in a sea of cream with a bank of sugar makes a delicious dessert that will give any grown up in the world a small boy's habit of hurrying through supper in order to get to it.

Blood Cling. The old Red Indiana peach, blood red, skin and meat clear to the seed. It ripens in September, is juicy and rather tart. Very much favored by housewives for use in pickling.

Henrietta Cling. This is a large, red-cheeked, yellow cling which ripens in October. It is a very solid fruit, bears heavily and often hangs on the trees after the foliage has dropped away. Simply lovely; don't miss it.

HERE'S A PERSONAL WORD.

So many people write in to me asking my advice on the selection of peach trees that I have decided to write down some general advice and put it right here in the book. This does not mean that I don't want you to write me. Just the other way. Nothing gives me so much pleasure as putting around helping folks get their orchards started. But there are a lot of people who want to know these things who don't know how willing I am to help and dislike to write to me. For their benefit, and for those who want information right away, I print this:

If you are planning to plant an orchard of say five varieties my advice would be to choose Early Wonder, Mamie Ross, Champion, Belle of Georgia and Elberta. In addition to this, however, I would have some other varieties to sort of round out the season, in a manner of speaking. My selection would be something like Alton, Chinese Cling, Elberta Cling and Capt. Ede. Then, too it would be mighty fine to have some late yellow peaches like Krummel October and Henrietta Cling. Then you'd have something to suit every taste. Your own table would be taken care of for a good part of the year and you would also be in position to meet the market at every angle.

PLUMS



Kansas Plum Orchard in Bloom.

Do you know what? "There are money making possibilities in plums that have been overlooked by nearly every grower in the country except those in California. Fruit seems to be second nature to the Californian and he can see an opportunity farther than any man I know."

Plums are the easiest and quickest fruit you can grow. They'll grow anywhere, in a back yard, an alley, a chicken yard, just anywhere at all. For this reason and because they require practically no care they have been called the poor man's fruit. They are a fine fruit for eating out of hand and make up fine when used in jellies and other fancy dishes. If you've never eaten a slice of home-made bread with PLUM BUTTER I tell you you've missed something out of life.

You should have at least a few plum trees about your place. I don't care where you go or how long you look, you can't find anywhere prices lower than the one-profit prices which I am quoting you.

Size	Each	10	100	1000
Stocky, 2 to 3 feet.....	\$0.15	\$1.40	\$13.00	\$110.00
Medium, 3 to 4 feet.....	.21	1.90	10.00	130.00
Large, 4 to 5 feet.....	.27	2.50	20.00	170.00
Extra, 5 to 6 feet.....	.32	3.00	24.00	200.00

Note. Japanese varieties particularly suited to Kansas and Oklahoma planting, also for those latitudes south.

Hybrid. American and European plums succeed on a wide range of territory and are suitable for extreme Northern planting.

✓ Japanese—Red June, ✓ Abundance, ✓ Burbank, ✓ Satsuma, Wickson.

✓ Hybrid—Omaha, ✓ America, ✓ Gold.

✓ American—Milton, ✓ Wild Goose, ✓ Pottowattamie.

✓ European—German Prune, ✓ Silver Prune, ✓ Lombard, ✓ Bradshaw, ✓ Shropshire Damson.

In Order of Ripening, July 1st to September 20th.

✓ Red June. It's garnet red, mottled, heart shape, coming to a point and covered with a bloom that encases it like a delicate gossamer web. The flesh, a delicate lemon color, is firm and of delightful flavor. On account of its early ripening this plum is much valued. Size $1\frac{1}{2} \times 1\frac{3}{4}$. The skin is tough, making it a firm good shipper and this is one of the early Japanese varieties which are free from rot.

The tree itself is large, vigorous and upright. It is a spreading grower and is very hardy and productive. This tree is generally placed in the same class with the Abundance and the Burbank. The flavor is not quite as good, but in color, vigor and productiveness it is the full equal of these well known varieties. It is a splendid home garden plum, especially in the Central and Southern states, on account of its freedom from brown rot and other fungous diseases which often attack plum trees.

✓ Milton. A juicy red plum, with a sweet satisfying taste. Thin skin.

✓ Wild Goose. The Wild Goose Plum is $1\frac{3}{8} \times 1\frac{3}{8}$, oval, bright red with a thin bloom. Very handsome. The fruit ripens in July and is sweet and juicy. Its early ripening and the fact that it will raise fruit under almost any condition makes this probably the most popular native plum that has ever been raised.

✓ Abundance. The best known of the Japanese plums. It is $1\frac{1}{2}$ inches in diameter and is pinkish red, changing to darker red and covered with a thin bloom. Roundish oval and rounding to a point. A very handsome plum with yellow tender flesh, very refreshing. Grows in nearly all soils, a regular and a very heavy bearer. It ripens in July and is a splendid market variety.

✓ Omaha. Coral red, with rich yellow, juicy flesh. A strong grower and a regular bearer of tremendous crops.



The Way Burbank Plums Bear.

Burbank. This plum is even handsomer than the Abundance. It is highly colored, dark red mottled over a yellow background. It has a light bloom. The Burbank has been known to grow as large as $1\frac{3}{4}$ inches when the tree is not too heavily loaded. It ripens a week later than the Abundance and has a longer season, which makes it a favorite for private use. The fruit, which is deep yellow, is firm, juicy and very aromatic. The tree is vigorous and spreading, but for the best results it should be regularly pruned. This variety ripens in second season. The fruit has fine keeping and shipping qualities. This and the fact that it is exceptionally hardy, makes up for the fact that the tree itself is not attractive. The tree is flat spreading and sprawling with irregular branches. Loads down solid ropes of plums.

✓ America. A Burbank development. Coral red, bearing young, with enormous yield.

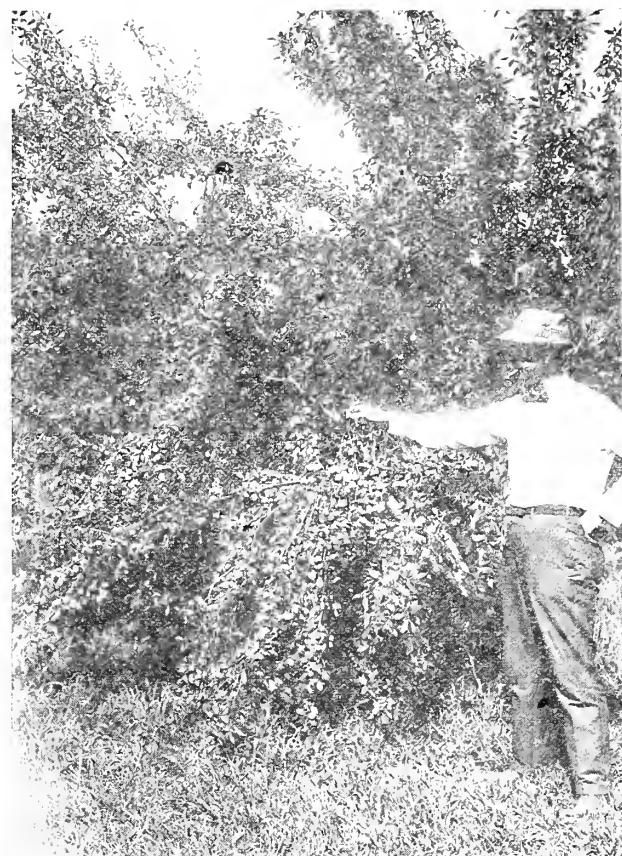
✓ Gold. Golden yellow with a touch of red. Solid, a little of the plum tarty flavor. Bears loaded down. Hardy every place. Sold by lots of nurserymen for \$1 a tree. You can get it and any other plum variety I have in stock at my plum prices according to size. That's what my one-profit plan saves you—saves you money at every turn.

Satsuma. This remarkable plum grows very large and is blood red, clear through skin, juice and meat. It is of fine quality and is highly desired for canning. This feature makes it a great favorite with housewives. My wife has used the Satsuma for years and thinks it's one of the finest plums ever grown.

✓ Wickson. The value of this superb Japanese plum lies in the fact that it is nearly 3 inches in diameter and is practically all meat, having a very small pit. It is bright cherry red and the flesh is firm, tender and quite sweet. It bears heavily and is a good shipper. The Wickson ripens in August.

Silver Prune. This is a seedling of the German Prune, very large egg shape, silvery creamy yellow, juice so sweet that it stands in drops like honey.

✓ Bradshaw. A large, dark purple pear-shaped plum that grows on a hardy and dependable tree.



Shropshire Damson in Bearing at Winfield, Kansas

✓ Lombard. Violet red. Large. Fine for eating fresh and satisfactory for canning. The markets always absorb the Lombard yield at good prices and on account of its adaptability for canning it has proven a very popular plum for the home garden. This is a European importation and grows well in almost any soil east of the Rockies. My wife always has at least a dozen jars of canned Lombards on the shelf and I want to tell you they make mighty fine eating along about the middle of February.

✓ Shropshire Damson. A big blue plum with greenish yellow meat, this popular English variety is much used for preserving. It is of medium size. This variety is very productive and hardy. It ripens about the middle of September.

✓ German Prune. This fruit reaches a size of $1\frac{5}{8} \times 1$ inch and is purplish black, with a characteristic prune shape. The tree grows quite large and dense and is hardy and productive. It grows pretty much all over the country and is a valuable commercial plum because it ripens over a long period. This variety is much prized for canning and preserving.



German Prune.

APRICOTS

This fruit looks like the peach and has the quality and texture of the plum. Speaking from the point of view of seasons it is really a remarkable fruit because it ripens between cherries and peaches, at a time when there is nothing else in sight. Considering that advantage and the exquisite taste of the fruit itself, it is strange that more apricot trees are not grown.

The commercial apricot orchards are confined largely to the Rocky Mountain states, but there are some in the Eastern and Northern states and there is room for many more for the market is not nearly supplied. Apricots succeed in any climate that will grow peaches. It is used principally for canning and drying. The apricot should be planted on the north or west slope to prevent maturing too early.

Apricot Prices.

	Each	10	100	1000
Stalky, 2 to 3 feet.....	\$0.20	\$1.80	\$15.00	\$125.00
Large, 3 to 4 feet.....	.26	2.40	20.00	170.00
Extra, 4 to 6 feet.....	.32	2.90	24.00	220.00

Look at these prices and see what others are charging for the same varieties. This will prove to you better than anything I can say that I save you one-half to two-thirds on all trees and plants. Put in a few apricot trees now and get real regular money out of that rocky soil that has never been paying you anything. The secret of successful farming is to make every foot of ground pay.

Russian apricots are generally seedlings. Early Golden is too little and too easily killed by frost.

Moorepark. In size it's the king of all apricots. It has an orange color with a delightful red cheek. A perfect freestone. Sweet and rich. One of the very best. More money is made out of the Moorepark than from any other variety of apricot.

Royal. A light golden yellow freestone. Large, roundish, oval. It is very rich, sweet and highly flavored. This makes it much prized for canning purposes. The tree itself is upright, hardy and fairly vigorous. It bears in about four years and the fruit ripens about a week before the Moorepark. Fruit raisers in Colorado and other Western states are very enthusiastic over the Royal.

Superb. A medium sized fruit, with very good yellow, firm sub-acid flesh. Early ripener.

NECTARINES

	Each	10	
3 to 5 feet.....	\$0.35	\$3.00	

Boston. Bright yellow, with deep red cheeks. Yellow flesh. Pleasant flavor, of good quality.

New White. Another good variety of nectarine which I recommend. A hardy vigorous grower. Good quality and pleasant flavor.

GRAPE

Grapes are both healthful and pleasant. Whether eaten raw just as they come from the vines or drank as the harmless beverage of grape juice, the grape is pleasant, palatable and has a tonic effect on the system. When gone into in a large way there is profit in the raising of grapes. But you should have a few plants for your own home use, even if you never intend to sell a basketful.

Grapes do not require land that could be devoted to any other purpose. A hillside, ground along side of a wall or building, any place that has dry ground, will make a thriving home for grape vines. You not only produce grapes for your table or for the market without wasting land, but you actually improve the appearance of your place. The broad green leaves of a grape vine will cover many an unsightly wall and change an ordinary yard into a bower of beauty.

If you are wondering whether it's worth while to raise grapes, go down to your retail grocer and ask him how many baskets of grapes he has shipped in each year. You or some one in the county could just as well be supplying the demand. The impression has gone abroad that unless grapes are raised in California they are no good, but that is just clever advertising. You can raise grapes right in your back yard that are just as good as any of the same variety that are raised anywhere in the world.



On this page I'm showing you an actual photograph of a bunch of my No. 1 heavy grape vines. There isn't much vine to it as you can see, but it certainly is strong on roots. It's a vine that will grab hold in your ground and sing out "Hello! I'm here to stay!" Last year we sold some small vines cheap, but the big ones did best, so we will just recommend big ones.

One Profit Prices on Big Size of Grapes.

No. 1 Heavy Vines	Each	25	100	1000
Moore's Early	\$0.08	\$1.50	\$5.50	\$45.00
Campbell's Early .....	.12	2.00	7.50	60.00
Worden .....	.08	1.50	5.50	45.00
Delaware .....	.11	2.00	7.50	60.00
Concord .....	.06	1.00	3.75	30.00
Diamond .....	.10	1.75	6.50	55.00
Pocklington .....	.10	1.75	6.50	55.00
Niagara .....	.08	1.50	5.50	45.00
Brighton .....	.12	2.00	7.50	60.00
Catawba .....	.08	1.50	5.50	45.00
Herbert .....	.20	3.50	12.00	90.00
Agawam .....	.08	1.50	5.50	45.00

One-half million grape is what I want to sell this year. When others are raising prices, I have raised quality and not prices. I can sell you small size vines cheap if you want them, but don't recommend. Big ones do better. Now look at these grapes.

Moore's Early. This dependable, hardy, productive black grape stands shoulder to shoulder with the well known Concord in the fight for commercial supremacy. Northern growers like it because it is an early grape and gives them a longer season in which to pick and market their crop. Many growers in the Central and Southern states consider it an even better money maker than the Concord. And this is about the highest compliment that can be paid to any grape.

While the bunches are not quite so large as the Concord, nor are there so many of them, this is made up for by the fact that it ripens two to three weeks earlier, and thus has the advantage of securing the top-notch prices that always go with first-of-the-season crops. The individual berries are large.

While the Early Moore gives best results in fertile loose soil, it really succeeds on many soils throughout the country. It is one of the best money makers among the grapes.

Campbell's Early. A large, round, purplish black grape which ripens two weeks before the Concord. It colors before ripening, however, and should be permitted to remain on the vine until it is fully mellow. The Campbell Early as a commercial grape is superior to the Moore Early because it is a better shipper, has a better bunch and sweeter berries. The bunch is long and cylindrical and often has a single shoulder. I have found that on fertile land the Campbell Early will give a bigger yield than any other grape.

Campbell's Early is practically a self-pollinator, but to be sure of big bunches it is well to plant some other variety every fourth row.

Worden. This has all the advantages of hardiness, early ripening and productiveness inherited from its ancestor, the Concord, which with the added advantage that it has a higher quality than it ever was possible to develop in the Concord. The flesh is sweet and mild, juicy and fine grained. The bunches are sometimes shouldered. The berry is not so large as Moore's Early, but is of better quality.

This grape ripens a week to ten days earlier than the Concord, and while it is not so good a shipper it has the advantage of reaching the early market at the higher price, and if sold in markets near your vineyard you can get a good price for it. For home use there is nothing like the Worden, because it has met the Concord on points of size, quality, productiveness and hardiness and beat it to a finish.

Delaware. Early, high quality red grape. Profitable commercial variety. Medium sized cylindrical bunch, with small uniform round berries. Ripens early and matures before fall.

Concord. I've told you that Moore's Early is a better money maker than the Concord, Campbell's Early ripens earlier and the Worden is a better grape. By this time I suppose you have reached the conclusion that the poor old Concord is not worth carrying out and throwing in the trash pile. But don't be hasty in your conclusions. That good old reliable Concord is the best known and most widely planted grape in America today.

The quality of the Concord grape is not high. Its great points are adaptability to any kind of soil and the fact that it can be depended on to produce a big crop each year. It is the grape that is eaten by the great number of people because of its low cost of production. The varieties listed above will bring you higher prices, but you will find a regular crop and a dependable market in the Concord.

This is a round grape, glossy black, slightly covered with a blue bloom, and it grows in large uniform bunches. This grape keeps well and is a good shipper. It blooms late in the season and does not require any other variety for pollination. The big black standard grape you all know.

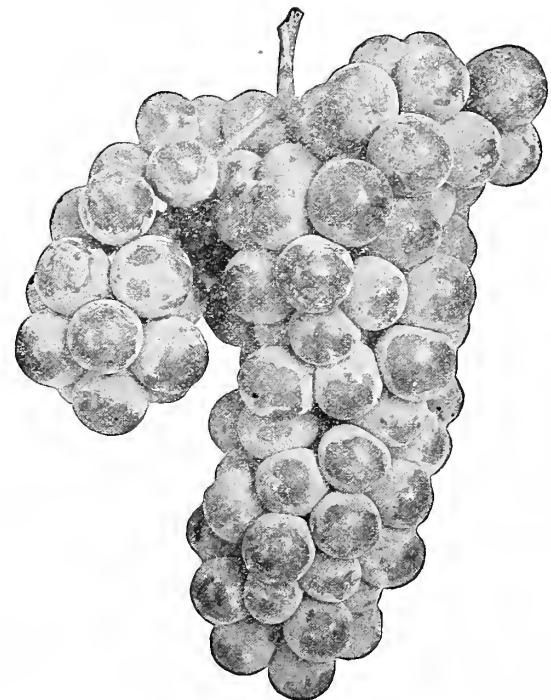
Diamond. A white grape that comes into bearing a little earlier than the Niagara and is sometimes sold for Niagara because this latter is better known. The hardy vigorous vine reminds you of the Concord. The grape is yellowish green, and the bunches are short and cylindrical, frequently shouldered. It packs well and stands shipment in good shape.

Pocklington. A golden yellow grape. Large bunches, with large juicy berries.

Niagara. This is the daddy and the aristocrat of the green grape world. It occupies the same place that the Concord does among the black grapes. The plant is hardy and vigorous and grows almost anywhere. It is a good steady yielder. The clusters are large and handsome. They are made up of large pale yellow berries having thin but very tough skin. The flesh is pulpy and tender and has a delight-

ful flavor which cannot be found in any other grape. The foliage is very thick and protects the growing grapes from the extreme heat of the sun.

The Niagara grape has done in the grape world what Grimes Golden has done among the apples. By sheer merit it has forced its way into a market when the public had been educated to black grapes and considered the white grape undesirable. If it were not for the prejudice in favor of the black grape the Niagara would easily be the leader among grapes. There is nothing more beautiful than a large bunch of luscious Niagars. A prominent grower in speaking of these grapes to me said, "The taste of Niagara grapes can be compared to nothing so much as dripping honey. I would rather eat Niagars than any other grape in the world, not even excepting Thompson Seedless, Malaga or any other of the so-called famous European growths."



A Bunch of Niagara Grapes.

Brighton. A luscious, glossy, dark red grape, with a dark lilac bloom. Handsome long tapering bunches, often heavily shouldered. A good cross-pollinator.

Catawba. This old favorite red grape is grown very much for commercial purposes. Bunches and berries are large, coppery red, turning to purple when fully ripened. A late September grape.

Herbert. Dull black, with thick blue bloom. A Rogers hybrid of high quality. Should be cross-pollinated.

Agawam. Quite large. Dull purple red, with lilac bloom. The most widely planted of the reds. Its thick skin makes it a dandy shipper. This grape ripens later than the Concord, and when grown in the North will keep until after Christmas. It is a really remarkable hybrid in that it combines the high quality of the California type Vinifera with the hardier of the more typically American grapes. It is self-fertile, resists mildew, but should be sprayed in wet weather.

You will find my one-profit grape prices on page 14. Can you beat them? They are fine, big, ready-to-serve-you kind. You should include these in your order.

BLACKBERRIES AND DEWBERRIES



Picking Berries One Year After Planting.

I could write a page about the money that is to be found in the cultivation and marketing of these berries. But the printer tells me I have not much space left in this book and must cut it short. So I shall not do anything more than print two letters from men who are making money from berries. These letters are as convincing as anything I can say and go to prove what I told you in the beginning of this book that everything I say about my trees, plants and vines is gospel truth and can be backed by letters from men who have no business connection with me and no object in stating anything except exact facts.

Here's one from Harry Wallace of Arkansas City, Kansas:

"I have been growing blackberries in this section for seventeen years and my crops have averaged from \$200 to \$350 per acre each year. My patch is growing on dark sandy loam located three miles southeast of Arkansas City, Kansas. My 1914 crop from one acre I sold for \$350. In 1915 a half acre of Early Harvest yielded 100 crates and sold for \$200."

J. C. Mohler of Arkansas City makes \$230 an acre fifteen months after planting. Here's his letter:

"In April, 1913, I planted a third of an acre of Blackberry. In July, 1915, I sold 32 crates at \$2.25 and \$2.50 a crate."

I sell only nursery propagated root cutting plants with roots like I show in photograph. These plants are actually worth five times common succor or patch plants. I mean every word. You try me out on this.

No. 1 Heavy Plants	Each	25	100	1000
Kenoyer	\$0.05	\$0.90	\$2.75	\$18.00
Eldorado . . . . .	.05	.90	2.75	18.00
Ward . . . . .	.08	1.25	4.00	25.00
Blower . . . . .	.08	1.25	4.00	25.00
Mercereau . . . . .	.06	1.00	3.00	20.00
Austin Dewberry . . . . .	.05	.90	2.75	18.00
Lucretia Dewberry . . . . .	.05	.90	2.75	18.00

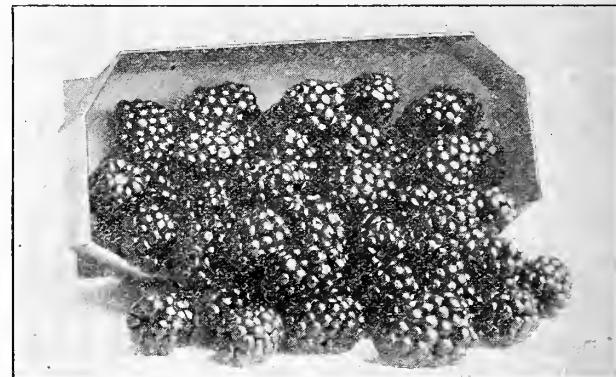
Write for prices on No. 2 size of plants by the 1,000.

Kenoyer. Originated at Independence, Kansas; cross between Kittatinny and Early Harvest; medium to large round berry, jet black, taking of the fine quality of Kittatinny; bushes hardy, bears young and abundantly, resembling the other parent, Early Harvest. Fruit ripens ten days ahead of Early Harvest, usually brings a premium on early market because of fine quality. One of the best.

Early Harvest. This berry is very early and yields a medium sized roundish oblong fruit. It is grown in the Central and Southeastern states to a considerable extent and is a first-class shipping berry. It yields abundantly and is a fine canner, because it holds its body and does not run all to water. The vine is vigorous, upright and quite hardy. It is a good market berry because of the early ripening. Brings high prices. The Early Harvest should not be planted in the Northern states, but is well adapted to Kansas, Oklahoma and Texas.

Ward. Originated in New Jersey, but succeeds unusually well in the West. Low spreading bushes, heavy foliage, protecting fruit from sun; bears heavy crop of fine fruit resembling very much Mercereau.

Blower. Very large blackberry, looks almost like dewberry; fine quality, especially prized for table use and fancy home markets. The bush is an unusually rank grower.



Box of Mercereau Blackberries.

Mercereau. A very large berry of sparkling jet black, which has the advantage of not turning red after it is picked. It has a rich flavor and seems to fairly melt in your mouth. This is considered one of the very best home and commercial berries ever grown. The bush has been developed to a degree of extreme hardiness and it resists diseases which would kill other bushes. It is a seedling of the Snyder and is deep-rooted so that a freeze which would kill the canes will still leave the roots in good condition, ready to spring up again with the coming spring.

Eldorado. Large, oblong, with small seeds and core. Tender, sweet and juicy flesh. Jet black when ripe.

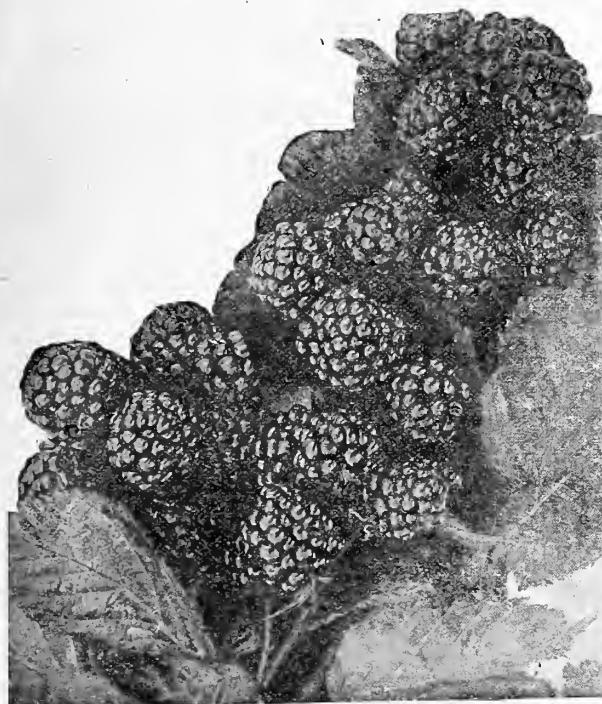
Austin. Larger berries than any other dewberry or blackberry. Require no trellis or stakes. Jet black fruit of high quality and flavor.

Lucretia. Very early. Without exception the best dewberry ever grown. It is coreless, very large, glossy black, sweet and juicy. This berry often reaches a growth 1½ inches long by 1 inch wide. It is hardy and grows well in any soil. The fruit ripens ten days to two weeks earlier than the Early Harvest blackberry. It is sometimes used as a pollinator for blackberries. Specially suited to thin clay land.

RASPBERRIES

Red raspberries are not so hardy in the West, but the best blackcaps, which I have marked with a star, bear double standard varieties.

Scarf. This compares favorably in size with the Cumberland and is, if anything, a trifle larger. It has greater productivity than any known blackcap. It is very hardy and a strong upright grower. The canes are free from disease and are much cleaner than those of other raspberries. It



Plum Farmer Raspberry.

stands heat and drouth in good shape. It will pay you well to plant the Scarff. A new berry of great promise which has proved to be a great berry.

✓ **Kansas.** Standard blackcap. Although this is an early berry it is so strong and hardy that it resists the early frosts. It is moderately juicy and of good flavor, making a fine table berry. Better plant Plum Farmer or Cumberland. They are better.

✓ **Cuthbert.** A firm and juicy berry. Scarlet crimson, handsome to the eye and delightful to the palate. Strong canes. One of the best known home market red raspberries. Ripens in midseason.

✓ **St. Regis.** Red everbearing. The only raspberry that has been proven successfully everbearing in actual field tests. It ripens the first berries earlier than any other raspberry and produces fruit until the latter part of October, a period of nearly four months. The principal crop, which comes in spring, is as heavy as an ordinary raspberry crop. There is another in midsummer and one in fall. The berries are sweet and rich. They keep well and ship well.

✓ **Cardinal.** Best purple. Strong vigorous upright cane. Has bright reddish bark and is extremely hardy. The fruit season is late but the berry is large and healthy. Very firm for a purple variety.

✓ ***Cumberland.** Large blackcap. An extra large oval berry. Glossy black, rich, juicy and of best quality. Canes vigorous and hardy. Good shipper.

✓ ***Plum Farmer.** Big blackcap. A very fine quality berry. This berry has been given a thorough try-out in the fields of western New York and is a universal favorite for both home and commercial growing. The fruit often reaches a full inch in diameter. Brings highest prices.

Prices

Strong One-Year Tips	Each	25	100	1000
Scarff	\$0.10	\$1.25	\$4.00	\$35.00
Kansas . . . . .	.06	.70	2.10	15.00
Cuthbert . . . . .	.06	.70	2.10	15.00
St. Regis Everbearing . . . . .	.10	1.00	3.00	20.00
Cardinal . . . . .	.08	.90	3.50	25.00
Cumberland . . . . .	.07	.80	2.50	18.00
Plum Farmer . . . . .	.07	.80	2.50	18.00

GOOSEBERRIES

Letters which I receive from customers throughout the country show that there is a large and growing demand for these berries. The cost of cultivation is practically nothing and the bushes produce heavy yields. Along about the middle of the winter there's nothing quite so good as a piece of nice warm juicy gooseberry pie. Gooseberries sell for \$4 to \$6 per bushel, so you can see that there is money in raising them.

Wish I had room to show you my big long-rooted gooseberry plants. They are simply great!

	Each	10	100	1000
One-year	\$0.15	\$1.00	\$8.00	\$70.00
Two-year . . . . .	.25	1.75	12.50	90.00

✓ **Houghton.** Old standard variety that has been tested for years, and you can't make any mistake in planting it. The fruit is round and when ripe is a dark handsome red. It is thin skinned, smooth, sweet and juicy. The bush is hardy and free from mildew. It is an enormous bearer and has proved profitable in the South where other berries have failed.

✓ **Pearl.** Best American variety. Free from mildew. Superior size and quality.

✓ **Downing.** Roundish oval fruit. It is whitish green in color and reaches a growth of three-quarters of an inch. The fruit is very juicy and is of high quality. It is the gooseberry most commonly known in the United States. The foliage is resistant to mildew.

✓ **Oregon Champion.** A promising new variety that is quite hardy and a very heavy variety. A bigger yielder than the Downing and larger berries than the Houghton. Easier to pick because the berries grow on the outside of the bush and can be readily reached. One grower reports 1,000 gallons from three-fourths of an acre of Champions.



Oregon Champion.

CURRENTS

These do not do very well in hot climates, but in the cooler regions north of Oklahoma they thrive and can be made to show a profit. Currants find a ready market at good prices. I list here a few of the varieties most suitable.

✓ **Fay's Prolific.** One of the most dependable and very best of red currants.

CURRANTS—Continued

Pomona. Favorite red. A large, well flavored berry. Well stemmed and hangs long after ripening. World's record for yield. In one year the fruit from six and one-half acres was sold for \$22,100, an average of \$3,400 per acre.

Red Dutch. Large berries and large clusters. Heavy yielder. An old currant that has been tried out and found to be all right in every respect. It is very hardy.

White Grape. Yellowish white. Large. Sweet flavor, with trace of acid. One of the best white varieties.

My One-Profit Prices on any of the above four Varieties:
10c each; 25 for \$1.25; 100 for \$6.00

✓ Perfection. New red currant. You can pick a basket of Perfection currants quicker than you can pick a basket of cherries. My one-profit price, 20c each; 25 for \$3; 100 for \$10.



My Wonderful Digger Gets All the Roots.

STRAWBERRIES

Scarce as Hen's Teeth, But I Have a Million of Them.
Look at Introduction Prices. Sent Straight to You.
Fresh! Guaranteed!

Maybe you've tried strawberries before and fallen down on them. Don't say strawberries are a no-good crop. I've had some fizzles myself.

Failures are caused by having the wrong varieties. I guess I've tried out nearly a hundred different varieties. Lots of them are so absolutely useless that there really ought to be a law preventing nurserymen from selling them.

But I know all about them now and what I tell you here is straight truth. I'm listing the six varieties that are planted by successful berrymen. I tell you if you choose any of these varieties and give them ordinary care you'll WIN OUT BIG.

An acre of strawberries will make you more money than twenty acres of corn. Get in now while they're scarce and you'll make big money. You'll have to take care of them, of course, but it's easy and I'll send you instructions free if you don't know. Special varieties like these have been known to make \$500 an acre—yes, even more.

Here! Read Every Line of This! Dry weather killed out strawberries and made plants scarcer this year than for twenty years. Lots of nurserymen who have a few plants have raised the prices a full third. Some have even doubled the price. Luck for me and you, the Arkansas farm was not touched by dry weather and I have a million plants, big strong healthy fellows. I'm not going to charge you a red cent extra for them because of the scarcity. A lot of wholesalers wanted to buy my plants at a good price, but I said "No sir, my customers stick to me and I'm going to stick to them. These plants go to my customers at a price that will knock the spots off every price boosting nurseryman in the country."

My price is so cheap there won't be half enough plants to go round. It's first come first served. If you can't use 'em right now get your order, I'll hold them. Just so you'll know how many to order I'll tell you an acre will hold 7,290 plants set 18 inches by 4 feet, which is right for commercial planting. For a home patch 25 feet square, which is cultivated with a hoe, you can plant 1x2 feet, which will require 300 plants.

I'll have to ask for cash on these plants, because at the price I'm making I won't have time to monkey with part C. O. D. orders. But I guarantee them to come to you ship-shape and satisfactory in every way. If not I'll give you other plants or refund your money. If you like you can send one-



Showing Strong Root System which Gives my Plants Their Enormous Vitality.

fourth of the money right now and the balance before the plants are shipped. This will clinch the order and make sure that you will get some of these berries before my hair-raising bargain price cleans out the lot.

By express, charges collect					
	By mail postpaid.	f. o. b. Ind. and Ark.			
25	50	100	250	500	1000
Excelsior	30c	65c	80c	\$1.50	\$2.25
Klondyke	30c	65c	80c	1.50	2.25
Sen. Dunlap.....	35c	70c	85c	1.80	2.50
Warfield	30c	65c	80c	1.50	2.25
Aroma	30c	65c	80c	1.50	2.25
Gandy	30c	65c	80c	1.50	2.25
					4.00

3,000 to 5,000 plants 5% discount.

5,000 to 10,000 plants 10% discount.

10,000 to 25,000 plants 15% discount.

25,000 to 50,000 plants 20% discount.

Note—Varieties marked "S" are perfect blooms and will fruit alone. Those marked "P" are imperfect blooms and should have an "S" variety every fourth or fifth row.

Excelsior (S). The berries are large, highly colored and of remarkably fine quality. It is strongly recommended for home use. This berry is at its best when planted in hills. Big yielder. It has heavy foliage, which protects the berries from late frosts and thus reduces the possibilities of loss. Earliest to ripen.

Klondyke (S). While its name suggests the icy regions of the gumdrop tribe, this delicious berry was really propagated in the South. It is large, round and uniform and has a beautiful blood red color, which gives it a very beautiful appearance when served as a dessert. Its splendid shipping qualities have given it quick and universal favor with commercial growers. It is grown from coast to coast, and every man who has ever raised it has a good word to say for the Klondyke. Its large heavy leaves prevent it from burning up under a hot sun or drying in a drouth. It is a late ripener.

Senator Dunlap (S). This is one of the few berries that equals the Aroma for year after year dependability and for money making possibilities. Large, tapering to a point, or wedge shape. Uniform, deep glossy red, shading to scarlet on the under side. Juicy, tender and fine flavored. A firm

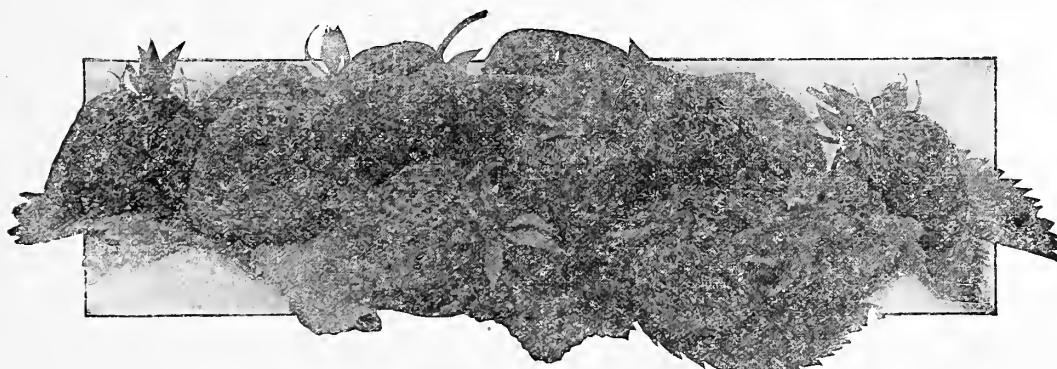
flesh that stands rough handling, making it a good shipper. A heavy plant, with tall foliage that makes the Senator Dunlap resistant to hot suns and drouth. It should be planted 12 to 18 inches farther apart than ordinary varieties, because it produces a large number of runners. It grows well, even when neglected. Ripens midseason.

✓ Warfield (P). Well and favorably known wherever strawberries are grown. Medium to large, with a regular uniform shape which makes it a big favorite with the buyers on the Eastern market. You can always sell the Warfield readily at a good price. It is a fine table berry and can be canned or preserved without losing its flavor or color. A prolific plant maker and should be thinned regularly to produce the best results. You will make no mistake if you choose the Warfield for your main berry. Midseason.

✓ Aroma (S). Here is a berry that unquestionably deserves its name. It has a delicate tantalizing aroma which is unlike anything I have ever found in the whole field of strawberry varieties. Its glossy scarlet surface, with the beautiful golden seeds peeking through gives it a truly beautiful appearance which only half tells the story of its luscious flavor. The Aroma has a firm and velvety flesh and its solid texture makes it a remarkably good shipper, because it will stand a great deal of handling. It is a satisfying berry for home use and a dandy money maker for commercial field. Hundreds of carloads of these berries are shipped yearly from the Ozark country to the markets of Chicago and the East, where they are sold at good prices. It does not lose its inspiring color and splendid taste in canning. The Aroma grows well in any soil. Its open spreading crown lets in plenty of sunlight, thus preventing rot and giving the berry the lovely color that has made it famous. It is used with great success as a pollenizer for sterile plants.

✓ Gandy (S). Medium to large, roundish oval berries, slightly flattened at the tip. Rather tart. A good shipper that sells well. This plant does well on all soils except those that are dry and sandy. The plant is moderately vigorous when planted on fertile soil and makes a fair number of runners. It succeeds in every part of the country and is almost as popular as the Aroma. This is a very profitable berry and I recommend that you have at least a few of the Gandy in your strawberry field. A standard late commercial variety.

EVERBEARING STRAWBERRY



Progressive Strawberries.

It's true they are a great big crop of lovely, luscious berries from early spring until snow. No experiment. No fake like I thought when I first heard of them. You never miss a strawberry crop with these. When frost kills early bloom don't hurt them a bit. They just bloom and fruit and keep everlastingly at it. And big red juicy fine flavored berries. They are the real thing. Strawberry shortcake from spring until fall; think of it. Money makers don't tell it. Why, in September and October they sell for a whale of a price. Too high for common fellows like me to buy. Don't miss planting a patch one minute longer.

The enormous demand for these, now that people have waked up and found out about them, has made the wholesale price double. But I won't raise one cent while they last.

I have only 300,000 though to sell this year. Don't blame me if your order gets in too late and I have sent back the money. I got a field in Iowa and one in Kansas of dandy fine plants.

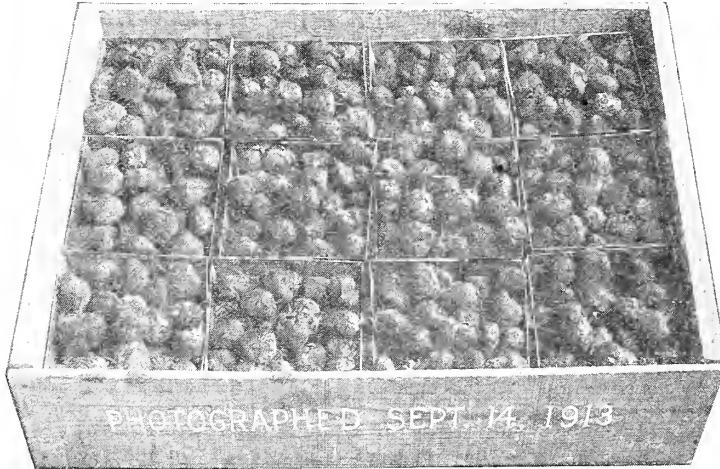
Genuine Everbearing of absolutely the best variety. I guarantee to replace two to one of every one of my plants that don't prove genuine everbearing.

	Prices f. o. b. Kansas and Iowa farms, charges collect						
	Prices postpaid.	25	50	100	250	500	1000
Progressive	\$1.00	\$1.50	\$2.50		\$4.00	\$8.00	\$15.00
Superb	1.50	1.50	2.50		4.00	8.00	15.00

EVERBEARING STRAWBERRY-Cont.

Prices Page 19.

Progressive (S). A good size, high quality, fine shaped berry which closely resembles its parent, the Senator Dunlap. It is medium sized, rounding and tapers to an oval point. The surface is smooth and glistening and the berries red to the very center. It has a flavor which is rich, yet mild and



A box of Everbearing Strawberries.

pleasant. A good shipper. The Progressive can be canned, but is seldom used for this purpose, because of being an out of season berry its high price makes it a fresh dessert almost exclusively.

Fertile land should be used to secure best results, but the Progressive is so hardy that it has been known to thrive

on sandy and rocky soil. Its perfect bloom requires no forced growing. It stands an awful amount of freezing and drouth.

Superb (S). A very large dark red berry. Not so good as the Progressive, but a splendid shipper. Strong, vigorous and hardy. The total crop of the Superb is not so heavy as that of the Progressive, but many planters are willing to



Individual Plants of Our Everbearing Strawberries.

sacrifice this point because it produces heavier yields in the spring and fall, the periods when the market is paying the highest prices for strawberries.



Progressive Strawberry Plants.

GARDEN ROOTS

Horse Radish—Maliner Kren. Here's a new variety you're sure to like. It grows as big as your arm the very first year. It is mild and has a much better flavor than the horse radish you have been accustomed to getting. I have a number of one-year roots and 3 to 4 inch sets of this va-

riety which I am offering at the following money saving one-profit prices:

	Each	25	100	1000
Extra big roots.....	\$0.03	\$0.75	\$2.00	\$15.00
3 to 4 inch sets.....		.30	1.00	6.00

Rhubarb provides the earliest spring material for pies. It is the greatest thing going for canning. It can be set out in either the spring or the fall and is such a wonderfully thrifty plant that it will grow in any soil. Requires practically no attention. You can't burn out rhubarb. The more manure you put on it the larger and finer will be the yield. While I handle one-year roots, yet for quick results I advise that you plant either the two-year divided or the whole roots.

	Each	10	100	1000
One-year whole roots.....	\$0.05	\$0.40	\$3.00	\$20.00
Two-year divided roots.....	.05	.50	3.50	25.00
Two-year whole roots.....	.10	.70	4.50	35.00

Asparagus. Here you have another early spring vegetable that comes to you just when your system is hungry for greens. Asparagus propagates itself and a bed once planted will suffer no deterioration for years if it is properly manured and cultivated. I have specialized on CONOVER'S COLL-LOSSAL, which produces large tender shoots, and I think are the best all round variety. I also have choice roots of Palmetto and Columbian.

My one profit price, 10 for 10c; 100 for 65c; 1000 for \$6.

NUT TREES

A new and money making angle was started in the nut industry by grafting and budding special varieties. It was first started in the South, where trees were brought into bearing at four and five years of age, bearing nuts of mammoth size, very thin shells, thick meat of fine quality, which sold as high as \$1.25 per pound compared to 20 cents a pound for common seedling pecans. Also nuts have been improved by seedlings from selected nuts, but don't compare to budded varieties.

PECANS GRAFTED AND BUDDED

For Southern Planting, Not Recommended for Weather Below Zero.

	Each	10	
to 3 feet.....	\$1.00	\$8.50	
to 4 feet.....	1.25	10.00	

Stuart. Large, 1 1/8 inches long, plump large kernel of fine quality. One of the best.

Schley. Large as Stuart, thinner shell, fine quality kernel. Bears heavy.

Other good varieties: Success, Van Deman, Money maker.

Pecan Seedlings from Select Seed.

	Each	10	
to 3 feet	\$0.60	\$5.00	
to 4 feet	1.00	8.00	

PECANS AND ENGLISH WALNUTS

For Northern Planting, Hardy.

California brought to your door. It looks like these nuts will soon be making big money here and be a tremendously big industry like in California. I ate some of these nuts down in Michigan and Indiana—big English walnuts I could crush in my hand. Thin shell pecans fine as the dollar—twenty-five a pound nuts of the South. Trees came into bearing at four and five years of age. Like everbearing strawberries, they have made good and are the surprise of everybody. So I can recommend these as far best for you to plant.

Prices budded and grafted Northern Pecans and English walnuts:

	Each	10	100
to 3 feet	\$1.50	\$12.50	\$110.00
to 4 feet	1.75	15.00	130.00
to 5 feet	2.00	17.50	150.00

PECANS

Indiana. Originated in Indiana, large nut, soft shell, meat full, good quality; a great bearer.

Buseron. One of the best Indiana varieties, large nut of fine appearance. Original tree has made a record for amount of nuts produced.

Green River. Large and very tall. Plump, full kernel that is easily extracted from shell. A real paper shell pecan.

Major. Similar to Green River; soft shell, with rich high quality kernel.

Warrick. One of the largest and finest of the Indiana pecans. Nut is uniform in size, light color and very attractive.

ENGLISH AND PERSIAN WALNUTS

Mayette. Very large and smooth, thin shell, quality and flavor the best. Tree hardy.

Hall. Originated in Pennsylvania; one of the largest, quality good, bore a good crop in 1912 after previous very cold winter.

Rush. Medium to large nut, with full kernel of good quality. Bears very young and regularly.

CHESTNUTS

American Sweet Chestnut. A pleasing, spreading, ornamental tree in addition to producing sweet rich nuts. Three to five foot trees 40 cents each, ten for \$3.00.

Sober's Paragon. Very large sweet chestnut. Hardy tree. Bears loaded down very young. Bears second or third year after planting. Grafted trees of genuine Sober Paragon 4 to 6 feet \$1.25 each, ten for \$10.00.

FRUITING MULBERRY

Downing. Large, rich sub-acid, valuable. Ripens in June and July. 3 to 5 feet 25 cents each, ten for \$2.25.

Hicks. A large, black, sweet berry. Yields heavily and is in fruit during June, July and August. 3 to 5 feet 25 cents each, ten for \$2.25.

New American. This is a good variety but I do not consider it as desirable for all around points as the Hicks or Downing. 3 to 5 feet 25 cents each, ten for \$2.25.

ORNAMENTAL TREES

Everybody admires the beautiful grounds with spreading trees and beautiful shade. So few, however, stop to consider that they themselves can have equally beautiful grounds. Trees do not require so long a time to grow as one might think, and even when they are half grown they make your home many times more attractive. The place is worth more to you or if you want to sell you can, by an investment of a few dollars, get from \$500 to \$1000 more for your place.

Ash, American White. Hardy, spreading, round top, light green foliage; one of the best permanent shade trees for the west.

	Each	10	100
4 to 6 feet.....	\$.25	\$ 2.00	\$ 18.00
6 to 8 feet.....	.35	3.00	25.00

Black Locust. Good for quick shade.

	Each	10	100
8 to 10 feet.....	\$.50	\$ 4.00	\$ 35.00

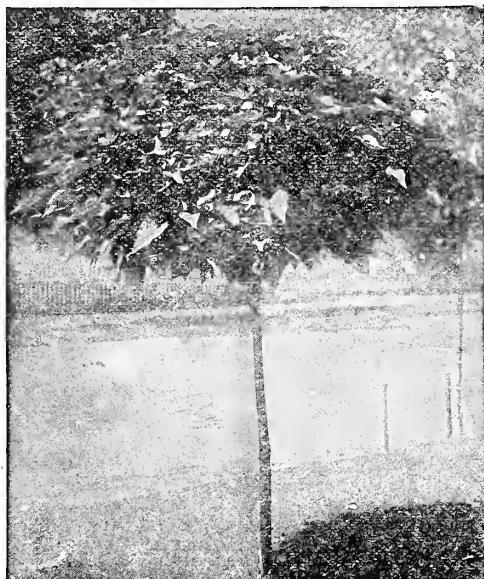
Box Elder. Quick growth, dense shade.

	Each	10	100
4 to 6 feet.....	\$.25	\$ 2.00	\$ 18.00
6 to 8 feet.....	.35	3.00	25.00

Catalpa. Tall, broad leaves, hardy, large bunches sweet-scented flowers.

	Each	10	100
3 to 4 feet.....	\$.15	\$ 1.40	\$ 12.00
6 to 8 feet.....	.25	2.00	18.00

ORNAMENTAL TREES—Continued



Bungei Catalpa.

Catalpa. Bungei (Umbrella Tree). The umbrella top grafted on Catalpa at 4 to 6 feet high, making a beautiful ornamental tree.

	Each	10	100
4 to 6 feet heads.....	\$1.05	\$10.00	
6 to 8 feet heads.....	2.25	20.00	

Elm, American White. The grand old shade tree for streets and lawns, long lived, hardy, large lots of exceptionally fine trees; can do carload lots at special prices.

	Each	10	100
6 to 8 feet.....	\$.35	\$ 3.00	\$ 25.00
8 to 10 feet.....	.60	5.00	40.00
10 to 12 feet, 1½ to 2 inches.....	2.00	15.00	100.00

Elm, English Cork Bark. Beautiful waxy, velvety green foliage. Bark of tree ornamental like ridges of cork. Very hardy for west. Don't fail to plant. Worth three times my price.

	Each	10	100
4 to 6 feet.....	\$.60	\$ 5.00	\$ 40.00

Maple, Soft or Silver. The standard shade tree for street and lawn planting. Winfield noted for her beautiful maple-lined streets.

	Each	10	100
4 to 6 feet.....	\$.20	\$ 1.80	\$ 15.00
6 to 8 feet.....	.30	2.50	22.00
8 to 10 feet.....	.50	4.00	35.00

Poplar, Carolina. Plant for quick shade; grows to 5 inches in four years, round top.

	Each	10	100
5 to 6 feet.....	\$.15	\$ 1.40	\$ 12.00
6 to 8 feet.....	.25	2.20	20.00
8 to 10 feet.....	.35	3.00	25.00
10 to 12 feet, 1½ to 2 inches.....	1.00	8.00	70.00

Poplar, Norway. Called "Sudden Sawlog" because of quick growth. Resembles Carolina.

	Each	10	100
5 to 6 feet.....	\$.15	\$ 1.40	\$ 12.00
6 to 8 feet.....	.25	2.20	20.00
8 to 10 feet.....	.35	3.00	25.00
10 to 12 feet, 1½ to 2 inches.....	1.00	8.00	70.00

Sycamore. Upright, spreading, very symmetrical top. My trees are beautiful; all look alike. One of the very best ornamental trees.

	Each	10	100
4 to 6 feet.....	\$.25	\$ 2.00	\$ 18.00
6 to 8 feet.....	.35	3.00	25.00
8 to 10 feet.....	.60	5.00	40.00

Silver Leaf Poplar. Dark green foliage, with silver color on under side. Rustling of leaves looks like glistening silver. Very hardy.

	Each	10	100
10 to 12 feet, 1½ to 2 inches.....	\$1.25	\$10.00	\$ 90.00

Sugar Maple. One of the best known and most widely planted trees. Grows to a splendid height with dense foliage. Gorgeous colored foliage in fall of the year. One profit price 5 to 7 feet, 50 cents each, ten for \$4.00.

HEDGES and ORNAMENTAL CLUMPS

A handsome well kept hedge is ten times more beautiful than a plain fence. To the true lover of Nature the artificial fence is an eye sore. Hedge grows quickly and by giving a little attention to trimming, especially at the beginning, very handsome effects can be secured. The cost is small and it adds much to the appearance of your property. I have selected a number of varieties which I know to be good and am offering them at one-profit prices, which will save you money.

Osage Orange (Bois d' Arc). A common hedge known to everybody. My one-profit price, for 12 to 18 inch seedlings 25 cents per 100; \$2.25 per 1,000.



California Privet.

California Privet (Ligustrum Ovalifolium). A big favorite with the public because of its glossy dark green foliage. It remains green until after Christmas, and is about the only green thing when everything else has turned in for the winter. This hedge should not be planted in latitudes where the thermometer goes much below zero. My one-profit price for 12 to 18 inch seedlings, 10 cents each; \$4.50 per 100; \$35.00 per 1,000.

Privet Armor River (Ligustrum Amurense). This beautiful hedge will hold its glossy green color almost the entire year. Stands close shearing. Can be planted where the California Privet will not thrive. Suitable for all states north of Kansas. 12 to 18 inches, 10 cents each; per ten \$1.25; per 10 \$8.00.

Japanese Barberry (Bergeris Thunbergii). Two to four feet high with beautiful foliage. In the winter it has attractive red berries which give a delightful touch of color to what otherwise might prove a very lonely landscape. 12 to 18 inch, 15 cents each; ten for \$1.00; per 100 \$7.00.

ORNAMENTAL SHRUBS

My one-profit, money-saving prices for strong rooted two year shrubs 25 cents each or \$2.00 for 10 of any one variety. Others charge from 40 to 65 cents for many of the varieties listed here at my uniform price of 25 cents. Do you wonder that people from all over the country are sending me orders

Althea Rose of Sharon (Hibiscus Syriacus). Blooms in late summer and fall when most other shrubs are out of bloom. Very beautiful; has a pronounced and delightful perfume. I offer three varieties: Double pink, white and purple.

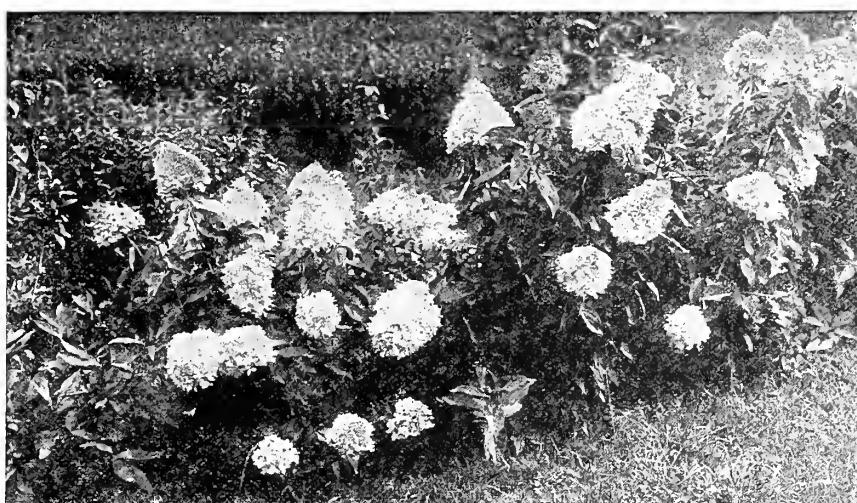
Flowering Quince (Cydonia Japonica). Bright scarlet red. This is the first shrub to bloom in the spring.

Hydrangea (Paniculata Grandiflora). This is the shrub whose white and pinkish flowers brighten August and September when other flowers have begun to wither and die. This Hydrangea blooms until the hard frost.

High Bush Cranberry (Viburnum Opulus). A very large shrub with striking white flowers followed by handsome clusters of scarlet berries, looking much like cranberries.

Syringa or Mock Orange (Philadelphus Coronarius) Sometimes called the Syringa. It has fragrant white flowers with yellow stamens at the center. They look very much like orange blossoms. It blooms in June, is hardy and grows from seven to ten feet tall.

Bridal Wreath (Spirea Van Houtel). This is a favorite everywhere and is considered the best of the spireas. Its



Hydrangea Paniculata Grandiflora

branches droop gracefully and are filled with clusters of beautiful little white flowers. It makes a lovely massing to hide the foundation of the house.

Purple Lilac (Syringa Vulgaris). The lilac is too well known to require any description. I am offering the purple variety.

Snowball (Viburnum Opulus Sterilus). A hardy shrub whose name describes the flower. It bears big round flowers which resemble nothing so much as a snowball.

Russian Olive. Silver color leaf with a handsome yellow bloom. This shrub reaches a height of 16 feet. Put one or two of these Russian Olives back of your barn and you can make the back end of your lot as pretty as the front. It should be planted in bunches, 3 to 4 feet apart.

Japanese Rose (Rosa Rugosa). Two varieties, purplish red and white. Large single flowers with broad graceful petals. Flowers are followed by clusters of orange red seed pods. Bush 4 to 5 feet tall, dense foliage, dark and velvety foliage. Glorious pleasing green in the heat of August. Don't miss this even if you order only one shrub.

Strawberry Shrub (Calycanthus). Brownish purple, deliciously fragrant flowers. This is an all summer bloomer and is a very popular shrub. It is easily grown.

Weigela. (Diervilla). The Weigela is a pleasing shrub with spreading branches and glossy green leaves. It has trumpet-like flowers of dainty appearance. It makes handsome groups, but is very attractive even as a single specimen. I offer three varieties of Weigelas:

Rosea. Bears in May with red flowers.

Candida. Strong, upright grower. White flowers; bears in June.

Eva Rathke. New variety. Blooms twice in a season, with brilliant crimson flowers.

Deutzia (Gracilias). A dwarf shrub with white flowers which bloom in June. It flowers freely in low temperature during winter.

Deutzia (Pride of Rochester). Has very large, double white flowers. Profuse bloom and vigorous growth. An early shrub.



**Japanese Rose
Rosa Rugosa**

ORNAMENTAL SHRUBS—Continued

Golden Bell (*Forsythia Fortunia*). A shrub of unrivaled brilliancy. Rich, dark green luxuriant foliage. Bears in April, golden yellow flowers. Blossoms appear before leaves, making a striking yellow mass.

Hills of Snow. (*Hydrangea Aborescens*). This is a glorious shrub bearing a great wealth of gorgeous white flowers. It adds unmistakable beauty to your lawn or door yard. This shrub flowers from early summer till late fall. You should have at least a clump of this variety because then you are sure of flowers as long as it is possible for anything to bloom.

Bush Honeysuckle (*Lonicera Morrowi*). A wonderful profusion of typical honeysuckle flowers. Bears during May and June and also in August. Brilliant shining red berries hang on the bush all winter.

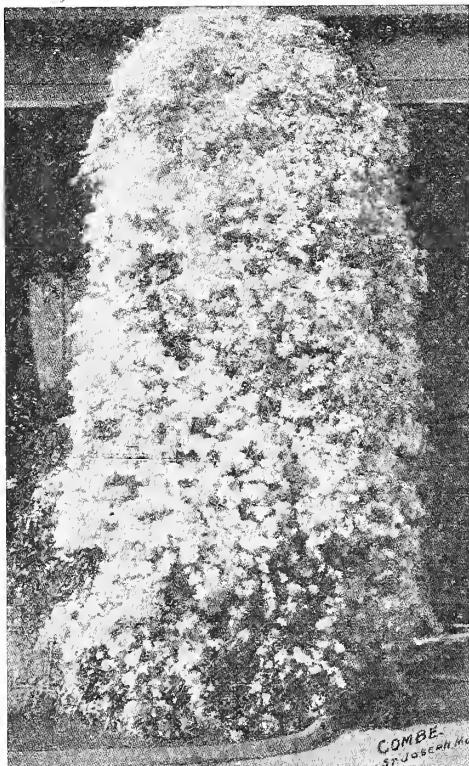
Purple Fringe or Smoke Tree (*Rhus Cotinus*). Fringe or feathery purple blossoms. An oddity.

CLIMBING VINES

Climbing Vines, All Varieties.

	Each	10
No. 1 plants.....	\$.25	\$2.00

Honeysuckle. I guess there have been more songs and poetry written about the Honeysuckle than any other plant the Almighty ever created. The Honeysuckle is hardy, easy to grow and gives forth a most pleasing odor that adds much to the charm of a still June night. I am offering Hall's sweet scented white and cream colored because after considerable experience with the various varieties I am convinced that this one is the best of all.



Clematis Paniculata.

Clematis (*Paniculata*). Thrifty, quick growing and one of the hardiest of the Clematis. It bears enormous quan-

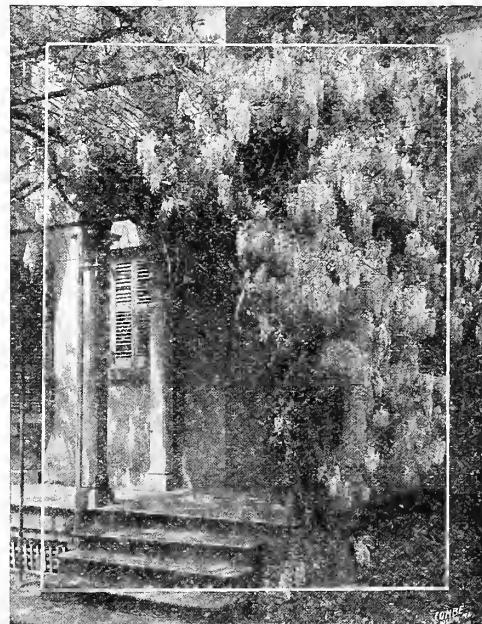
tities of white flowers of small size. Will climb over any kind of a trailer. Blooms in July, August and September. Wonderfully sweet scented and one of the hardiest and very best to plant.

Trumpet Vine. An old fashioned favorite with bright trumpet shaped flowers.

American Ivy (*Ampelopsis Quinquefolio*). Energetic climber. Green in summer. A splendid vine for shade or to hide unsightly walls.

Clematis (Purple Jackmani). A very large, single flower, deep purple. Forms deep masses of rich bloom; very beautiful.

Boston Ivy (*Ampelopsis Veitchii*). An extraordinary heavy vine. It has glossy green leaves brilliantly colored in autumn. Clings lightly to any support. The vine for brick walls.



Purple Wistaria.

Wisteria, Purple. A hardy, strong growing vine with lovely purple bunches of flowers, resembling in shape bunches of grapes. Flowers in May.

ROSES

One of the most beautiful of all the flowers. I tell you a person simply can't live in an atmosphere of beautiful roses without being the better for it. Their fragrance and clean glory preach a better sermon than you can hear from any pulpit. I am offering two year roses, field grown, with tops 12 to 18 inches. They are hardy and will take hold if properly planted. Others are getting 50 cents, but my one-profit price is 35 cents or ten for \$3.00.

Frau Karl Druschki. Another beauty. The largest and most beautiful white rose grown. It is a hybrid, perpetual and is very hardy.

General Jacqueminot. This rose is the favorite with more women than any other rose grown. It is dark red and extremely hardy. Another hybrid perpetual.

Paul Neyron. Hybrid perpetual. A clear, pink flower, the largest pink rose in existence. It is a fine bloomer and looks much like a peony. It is my favorite.

Anne De Diesbach. A hybrid perpetual which is a great favorite. It produces extra large flowers of an exquisite carmine red. The languishing perfume of the Anne De Diesbach pervades the atmosphere for a great distance and lingers in the memory long after the flowers have been removed.

Coquette Des Alpes. White, inner petals tinged with pink. One of my best.

Magna Charter. Bright rosy pink with unusually fine flowers.

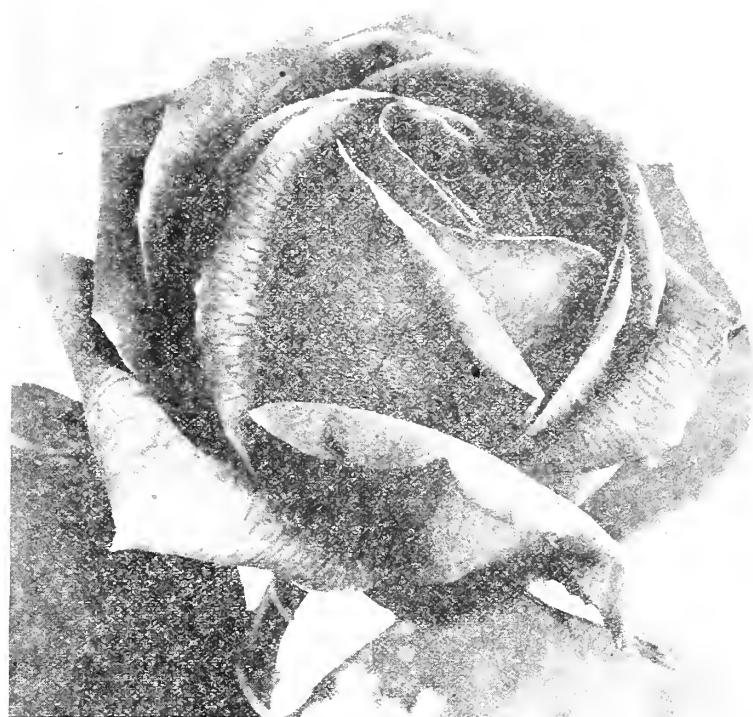
Prince Camilli de Rohan. A large, moderately full rose, of deep velvety crimson maroon. A hardy, splendid bloomer.

Ulrich Bruner. A brilliant, cherry red rose which is an unusually fine bloomer. Has extra large bold flowers, which take on a full and globular shape, with large substantial petals. It is a very fragrant rose which blooms freely and has a vigorous, healthy growth. The individual flowers are very beautiful and this variety also produces extraordinary striking effects when planted in masses.

Gruss An Teplitz. Here is a rose which will look beautiful in any garden. It is a glowing scarlet flower with velvet crimson shading and a dainty fragrance which is never forgotten. The bush grows to a large size and bears quite heavily. This is one of the very best of the roses.

Mrs. John Laing. A very beautiful satiny pink rose which is much esteemed for the corsage because it grows on long stout stems. The flowers are large, full and double.

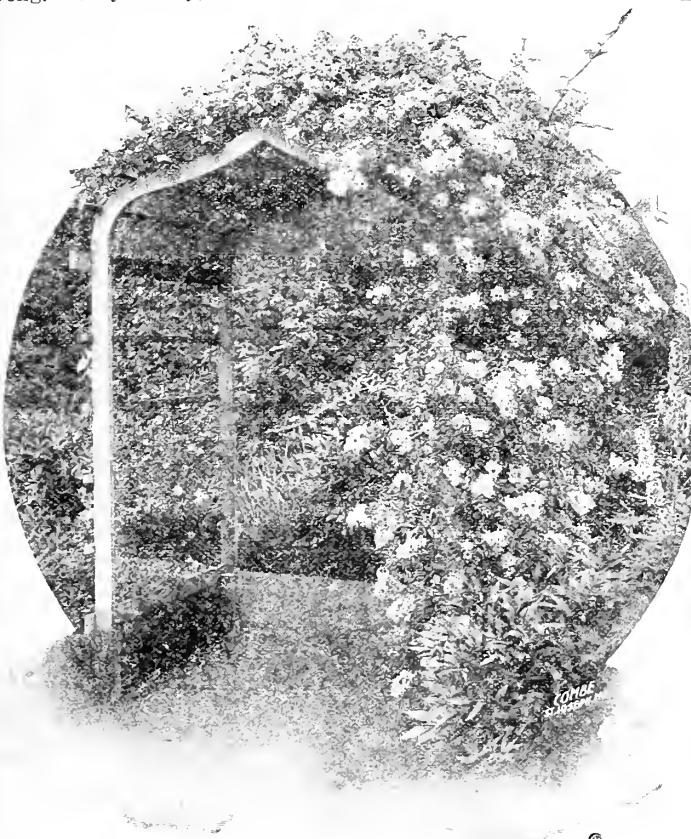
Marshall Wilder. Large, perfect, deep dark red flowers. Very fragrant. The bush is thornless and grows tall and strong. Very hardy.



Frau Karl Druschki.

Baby Rambler. This hardy, rugged plant succeeds in almost any soil. It is a dwarf and is handsome as single specimens or for dwarf hedges. Bright crimson. Blooms in early June.

Baby Tausendschoen. A baby rambler novelty. Flowers grow in clusters; all shades from pink to white. Blooms all summer.



Dorothy Perkins.

CLIMBING ROSES

At Regular Rose Prices.

Baltimore Belle. Pale, bluish flowers, nearly white. Double in large clusters. Free bloomer. Hardy.

Yellow Rambler. A very pretty rose, with large clusters of flowers. Not quite so rapid a grower as the Crimson Rambler.

Prairie Queen. Golden and globular flowers, large and compact. This is a very strong grower and is one of the old standbys.

Crimson Rambler. Makes shoots 10 to 20 feet high in one season. The crimson flowers are produced in immense pannicles which entirely cover the plant, making a very lovely effect.

White Rambler. Similar in growth to the Crimson but not quite as rampant a grower. It is a very pretty flower, especially when used with the Crimson Rambler.

Excelsa. Double flowers in brilliant clusters of glowing crimson. Shining foliage which never mildews or spots. The Excelsa is fast displacing the Crimson Rambler because it is a much better flower.

Dorothy Perkins. This much resembles the well-known Crimson Rambler except that it has a full double flower of beautiful shell pink. It is made up of trusses of 20 to 40 flowers. Lasts longer than others. The queen of all climbers.

How to Order Goods

from *The Planters Nursery Company*

This is the hardest page in the book for me to write. Because you see I'm more of a grower than a business man. It always seems to me like if a man sends you an order you ought to appreciate it without trying to tell him just how he should send it. But my correspondence with different customers has shown me that there are certain things which must be done if I am to fill their orders with any assurance of not making a mistake.

You know if you make a mistake in filling an order some folks never give you the benefit of the doubt. They just naturally jump to the conclusion that you have done it a'purpose. They figure you're trying to skin them. Why, you wouldn't believe it, but there are people so careless they send me money for plants and forget to sign their names. If it was a money order or a check I could tell who it was from, but when they put currency in an envelope, what chance have I? And yet I suppose to their dying day these people will firmly believe I stole their money. If any of them read this little article I wish they would send in their names and let me get the transaction off my books.

So I have set down a few "rules" or "instructions" or whatever you've a mind to call them. These are very simple but if followed they will make things easy for me and will help me make prompt and certain deliveries.

PRICES:

Kind of trees means apple, peach, plum, etc.; variety means name of each different one of a kind, as Elberta peach, Grimes Golden apple, etc. Varieties are tied ten in a bunch, and in order to secure the best price, it is best to order that way.

Price for 1 holds for less than 10 of single variety.
 Price for 10 holds for less than 50 of single variety.
 Price for 100 for 50 or more if 10 of a variety.
 Price for 1,000 holds for 300 or more if 10 of a variety.

FREIGHT OR EXPRESS. See the tabulated statement of rates on page 28. There are ten railroads running out of Winfield, in ten directions, making very low express and freight rates. I try to keep the carriage charges down as low as possible. There are times, when owing to the nature of the plants, it is advisable to send them by express, even when it costs a little more than freight. In such cases I use my best judgment unless you have given me definite instructions as to the method of shipment. In judging freight rates remember that their rates are based on a minimum of 100 pounds, and if your package weighed only 10 pounds you would have to pay for 100 pounds just the same. Therefore on light packages it is cheaper to use express or parcel post.

THREE PLANS OF PAYMENT.

I want to make it just as easy for you to order as I can and so I have arranged three plans of payment, as follows, each saving you money:

Plan No. 1—Cash with order.

Plan No. 2—One-fourth cash, balance C. O. D. You pay the expressman after you have had the privilege of examining the goods.

Plan No. 3—Keep your money. Deposit the cost of the goods with your banker and send us a letter from him stating that he has the money ready to pay us if the goods are as represented. We will then ship your order, confident that as soon as you have seen the goods you will instruct your banker to pay me.

FREE PACKING. I charge you nothing for packing trees fresh in paper lined box, or small orders in specially protected bales. When packed this way and sent straight from my place to you, without relaying through the wholesaler, the retailer and the agent, they are sure to grow because they are fresh and in good shape when they arrive.

STATE CERTIFICATE. Every shipment bears a certificate, signed by the State Entomologist, showing that my stock has been examined and found to be clean and healthy.

GUARANTEED. We guarantee every article to be exactly as represented or else will return your purchase money and pay freight both ways. Yes, that means trees true to name. It means that in case of an error and any trees prove not true to name you would get your purchase price, plus freight, returned to you in cash. But trees sold straight from us to you do not get mixed like four-profit-plan trees.

USE ENCLOSED BLANK. This is not absolutely necessary, of course, but you will find it much more convenient because everything is all marked out in blanks so you can indicate your order without writing a big, long letter. But if you have lost the blank don't let that stop you from ordering. Use any old kind of paper. Pay me any way you like; currency, money order, draft, check. You bet your check is good with me.

The Planters Nursery Co.,

WINFIELD, KANSAS

Chas Dumbor

Grower

PLANTING, PRUNING AND CARING FOR TREES

Some Instructions Which Will Help You Secure Bigger Yields From Your Planters' Nursery Stock.

Just as quick as you get your trees cut the wrappers off and if you are not ready to plant them immediately **HEEL THE TREES IN**. Keep each variety by itself and retain the tags so that there shall be no danger of a mixup.

"Heeling in" means placing them in ground temporarily until you get ready to plant and it is done in this manner: Dig a ditch on well-drained ground about 18 inches deep and wide enough to receive the roots. Throw the dirt to the south side for the first layers of trees to rest on. Cut open the bundles of trees and shake out the packing. Dip the roots in a thin mud batter, and after placing a row of trees in the trench on the south side, work the soil in among the roots, and after covering completely, put in another row. Continue this until the entire lot of trees have been heeled in.

This protects the roots from the cold and the tops from the rabbits. The trees will keep until spring if necessary, and they can be planted. It is necessary that the trench be on well drained land, so that the roots shall not become waterlogged, and in order to insure this, you should dig a drainage ditch around the heeling-in trench.

Do not unpack the trees if they are received during freezing weather. Place the box or package in a cool, dry, frost-proof cellar or building until the weather moderates.

Where Trees are Frozen in shipment, bury the box with the trees in it so that they shall be covered with a foot of earth. If you cannot do this, put them in a cellar where they will thaw out gradually. After they are thawed, dampen the roots from time to time. When you are sure the frost is entirely out of the trees, heel them in some good protected place. In very cold climates, it is best to bury the entire tree.

PREPARATION OF LAND.

Orchard land should have been in cultivation for two years before planting. This makes the soil friable and gives you that loose subsoil which tends to hold in the moisture and retain the nine inches of water which is necessary to give the trees the required amount of moisture.

The fall before you plant, the soil should be plowed as deeply as possible by plowing under a dressing of manure or a green cover crop such as clover, vetch or some other bacteria breeding legume. Then pulverize the soil by harrowing the disking.

By inter-planting blackberries, raspberries or strawberries many orchards pay \$200 to \$300 per acre in small fruits, while waiting for the young trees to bear.

PLANTING.

There are two systems of planting orchard trees—the square and the diagonal system. The latter, by reason of permitting the rows to be closer together, permits of the planting of about 15 per cent more trees to the acre, but the square method finds most general favor because it is the simplest and makes it possible to get the land prepared for the trees more quickly. The diagonal system permits of three-way cultivation, while the square system allows of only

TWO-WAY CULTIVATION.

Fillers. By all means use fillers either of early maturing trees of the same kind as you are planting.

DISTANCE TO PLANT.

Apples, 30 feet apart.

Peaches, plums, cherries, pears 18x20 feet.

There are 43,560 square feet in an acre; this amount divided by the square of the distance apart you wish to plant will give the required number of trees per acre. Example, $18 \times 20 = 360$; divided into $43,560 = 120$ trees per acre.

Set trees about two inches deeper than they stood in the nursery. Have the holes a little larger than you want them and fill in with a few inches of top-soil, which is porous and

will give the roots an opportunity to spread. As you fill in top-soil about the roots, work the trees vigorously up and down so as to fill all air spaces. Pack the dirt down firmly with your feet or with a maul. You cannot get it packed too solidly.

HINTS ON PRUNING.

At the time trees are planted, a large part of the root system is removed in order to be sure that what remains shall be sufficiently hardy to force its way through the new soil. You should cut back the top of the tree a corresponding amount or there shall not be sufficient root to support the tree.

In pruning the trees, remember that for all practical commercial purposes, a low open head is the most practical form. It develops strong branches with less danger of breaking from wind or from over-bearing. Pruning, spraying, thinning and harvesting can be done more economically when the tree has been trained to this shape.

Apple. Cut one-year trees back to 24 to 30 inches. Rub buds from the lower part of the trunk as fast as they appear. Select from the upper part of the trunk three to five buds evenly distributed about the main stem and from three to six inches apart. Remove all other buds. Pruning should be done regularly each season. During the first few years, one-third to one-half of the annual growth should be removed.

Pear. It is pruned in much the same way as the apple. The head should be started low and the tree pruned so as to give it an open top. Avoid heavy pruning because it causes quick growth and often leads to fire blight. Remove all young shoots or fruiting spurs from the trunk and lower branches to prevent the blight from entering the trunk.

Peach. This strong, rapid grower requires much pruning to prevent it from running to wood and becoming a poor yielder. When planting, cut it back to a straight cane 16 to 18 inches high, and remove all the side branches. Half to two-thirds of each season's growth should be removed.

Plum. Cut back the Damson and Lombard at planting time the same as you would a two-year-old apple. Treat the Japanese and American varieties like the peach. Fruit is borne on wood two or more years old and this should be cut back sufficiently to prevent the tree from overloading.

Apricot. Prune like the American or Japanese Plum. Prune one-year apricots to a straight cane.

Cherry. This tree usually takes a straight form without pruning. Remove dead or injured branches and cut out those that cross each other. See that a large, broad framework is formed while the tree is young.

Grape. Newly planted vines should be cut back to within a few inches of the ground so that there shall be not to exceed two or three buds on each vine. There will be several shoots from these buds, but all except one should be cut off the next winter. Only one or two branches of the next growth should be permitted to live.

Currants. Train them in bush form with not more than five or six stalks. Stalks should be headed back 18 to 20 inches from the ground. This causes side branches to form and make a greater amount of bearing wood, insuring a heavier yield.

Gooseberries. Prune very much like the currant. Remove the old wood as fast as it passes the bearing age and let new strong wood be formed.

Blackberry. Head in the young shoots when they are two feet high by pinching the top bud off. This lets the stalk thicken, and the canes will push out vigorously. Let them grow their full length, but the following spring, cut them back to 12 to 20 inches.

Raspberry. Prune much like the blackberry, except that the canes should be headed back to 18 to 20 inches. Allow only four to seven of the strongest canes to grow in each hill.

FREIGHT--EXPRESS RATES

Trees go 20% cheaper than regular merchandise by express. You can see by the table what a small item the freight and express charges are—don't amount to hardly anything on one order.

Town	FREIGHT.		EXPRESS.						
	Minimum	100 lbs.	10 lbs.	20 lbs.	30 lbs.	40 lbs.	50 lbs.	60 lbs.	100 lbs.
Atchison, Kans.	\$1.25	\$1.73	\$0.25	\$0.30	\$0.36	\$0.44	\$1.51	\$1.58	\$1.87
Colby, Kans.	.75	1.38	.30	.46	.61	.77	.92	1.08	1.69
Dodge City, Kans.	.25	.61	.26	.36	.47	.57	.68	.78	1.20
Liberal, Kans.	.75	1.33	.26	.36	.47	.57	.68	.78	1.20
Parsons, Kans.	.25	.50	.25	.26	.31	.36	.42	.47	.68
St. Louis, Mo.	.81	1.17	.30	.46	.61	.77	.92	1.08	1.69
Kansas City, Mo.	.25	.73	.26	.36	.47	.57	.68	.78	1.20
Springfield, Mo.	.25	.80	.26	.36	.47	.57	.68	.78	1.20
Little Rock, Ark.	1.20	1.20	.36	.52	.69	.85	1.02	1.18	1.84
Phoenix, Ariz.	2.30	2.30	.62	1.05	1.47	1.90	2.33	2.76	4.47
San Francisco, Calif.	3.00	3.00	.81	1.44	2.06	2.68	3.30	3.93	6.42
Denver, Colo.	.74	1.15	.38	.57	.76	.96	1.14	1.34	2.10
Springfield, Ill.	.86	1.26	.36	.52	.69	.85	1.02	1.18	1.84
Indianapolis, Ind.	1.21	1.57	.38	.57	.75	.94	1.13	1.37	2.07
Des Moines, Iowa	.81	1.17	.28	.42	.54	.68	.81	.96	1.50
Boise, Idaho	2.35	2.35	.71	1.23	1.75	2.28	2.79	3.32	5.40
Louisville, Ky.	1.24	1.60	.38	.57	.76	.96	1.14	1.34	2.10
Augusta, Maine	1.80	2.16	.53	.87	1.20	1.54	1.88	2.22	3.57
Detroit, Mich	1.29	1.66	.41	.63	.85	1.08	1.24	1.52	2.40
Minneapolis, Minn.	1.06	1.42	.38	.60	.83	1.05	1.28	1.50	2.40
Helena, Mont.	2.10	2.10	.63	1.18	1.53	1.98	2.42	2.87	4.65
Omaha, Neb.	.25	.93	.32	.45	.58	.72	.84	.98	1.50
Carson City, Nev.	2.55	2.55	.75	1.32	1.89	2.46	3.02	3.59	5.85
Santa Fe, N. M.	1.70	1.70	.42	.66	.90	1.14	1.37	1.61	2.55
Raleigh, N. C.	1.70	3.06	.51	.83	1.14	1.47	1.74	2.13	3.42
New York, N. Y.	1.73	2.09	.48	.76	1.05	1.33	1.62	1.90	3.04
Bismarck, N. Dak.	1.61	2.42	.45	.71	.96	1.23	1.48	1.74	2.78
Columbus, Ohio	1.29	1.65	.40	.61	.82	1.03	1.24	1.45	2.29
Oklahoma City, Okla.	.52	.52	.27	.36	.45	.54	.62	.71	1.05
Portland, Ore.	3.00	3.09	.81	1.43	2.04	2.67	3.28	3.90	6.38
Philadelphia, Pa.	1.67	2.03	.47	.75	1.02	1.30	1.58	1.86	2.97
Nashville, Tenn.	1.36	1.84	.48	.62	.83	1.05	1.26	1.47	2.33
Dallas, Texas	1.27	1.27	.34	.49	.64	.79	.94	1.09	1.69
Salt Lake City, Utah	2.00	2.00	.56	.93	1.30	1.68	2.04	2.42	3.90
Richmond, Va.	1.58	1.94	.48	.77	1.05	1.35	1.63	1.92	3.08
Spokane, Wash.	2.50	2.50	.76	1.34	1.91	2.49	3.06	3.63	5.93
Madison, Wis.	.91	1.37	.40	.61	.82	1.03	1.24	1.45	2.29
Casper, Wyo.	2.14	2.18	.50	.81	1.12	1.44	1.74	2.06	3.30

My Big Nurseries Are as Near to You as Your Freight or Express Office

Ordering nursery stock by mail is all simple and easy. The Planters Nursery Company is as near to you as your freight or express office. When you order from me you get what you want when you want it. You can depend on Uncle Sam to deliver your order and remittance right into my hands. You can depend on the railroad or express companies to deliver your nursery stock at destination without delay and in perfect condition—because my packers know their business and we wrap each bale in such away that the freight and express men take delight in handling our shipments.

This book is full of bargains—I'd call it a "bargain book," only that expression seems to be pretty much over worked. I'll let you name it yourself, after you've sent your order and see the stock I select for you. Every page is a treat for the man or woman who wants good trees, vines or plants at pin-money prices. I want to please you so well that you'll look to me and the Planters Nursery Company any time you want one tree or a thousand—or ten thousand. I want to please you so well that you'll gladly recommend me to your friends and neighbors. Friends, I'll thank you for your patronage and good words. I'll appreciate your orders more than my humble pen can put my thanks into black and white.

EARLY ORDERS ARE RECOMMENDED--MAKE UP YOUR LIST WITHOUT DELAY



A Glimpse of One of Our Peony Fields

PAEONIES

*Grand! Lovely! Immense Blooms of Riotous Colors
Gorgeous, Yet Truly Artistic Blooms*

It's almost impossible to describe these wonderful flowers. They are the hardiest you can plant, and best of all, there's no long waiting because they bloom in their second year. They are not attacked by disease and require no special care as is the case with the rose.

Cut Paeonies are ready to sell for Decoration Day at 75c to \$1.00 a dozen. Many people cut them for cold storage thirty days before this day and ship by the thousands for sale at high prices to city dealers for Memorial day decorations. The big demand for this flower has never been fully supplied. You can make good money from them, and if you do not wish to go into the business on a big scale to sell they are a mighty fine flower to have around your home.

Read the descriptions printed below. See for yourself that I am offering the very cream of all the hundreds of varieties. Rare colors and exquisite fragrance. I have the very finest varieties out of the famous Terry collection and have the leaders from all other collections, so that if you want the really best of all Paeonies I have them here ready to ship you at my money-saving one profit price.

The great big roots of these Paeonies have three to six eyes. I am just listing the leading varieties from a field of a half million, but I have a lot more and if you don't see what you want listed write me for it. If it's good I expect I have it.

ROSE COLOR VARIETIES WITH SHADINGS.

Prices for Varieties Listed Below.

	Each	10	100
Three to six eye plants.....	\$0.40	\$3.00	\$25.00

Alfred. Purplish-rose, edged white; yellow stamens; early. Terry spent years of labor perfecting this marvel of color.

Anemoneflora. Outer petals rose, center buff or salmon, tipped white; late.

Dora. Purplish-rose; petals edged with white; mid-season. (Terry.)

Eva. Large, dark rose flower; full double; mid-season. (Terry.)

Florence. Purplish-rose bordered with white. Shut your eyes and try to realize the beauty of this one. One of Terry's, too.

Latipetala Rosea. Outside petals are bright rose; inner white; late.

Reine Victoria. Large, perfect, bright rose flower; mid-season.

Sadie Walker. Large, bright rose; broad petals; late. (Terry.)

Prices for Varieties Below.

	Each	10	100
Three to six eye plants.....	\$0.45	\$3.50	\$30.00

Alice. Delicate, clear rose, changing to white; one of exceptional merit; medium late. (Terry.)

Edulis Superba. Very large; bright rose; early. One of my finest. (Lemon.)

Neptune. Purplish-rose, striped white; free bloomer; early. (Terry.)

Olive Logan. Purplish-rose; dark center, tipped with white; late. (Terry.)

Papaveriflora. Clear, bright rose; center fringed; mid-season. (Lemon.)

Parmentierre. Pale rose; a fine, free bloomer. (Parmentier.)

Thomas Meehan. Full double flowers; light rose, edged white; early. (Terry.)

Rebecca. Purplish-rose and white; strong grower and free bloomer; early. (Terry.)

PAEONIES—Continued

Revesii. Rosy flesh color, sometimes touched with red; an old but good variety.

Rose Fragrans. Large, perfect flower; bright rose; very fragrant; late.

Sadie Evans. Outside petals broad, light rose; inner fringed light cream, almost white; late. (Terry.)

Tricolor Grandiflora. Purplish-rose outer petals; inner straw color and white; late.

Varieties at Special Prices.

Centripetaia Rosea. A most attractive flower; outer petals white; center bright rose; late medium. Each, 50 cents; per 10, \$4.50.

Congress. Very delicate rose, almost white outer petals; center pale cream, fringed; mid-season. I can't describe this rare flower; you will just have to see it. Each, 50 cents; per 10, \$4.50.

Crown Jewel. Purplish-rose, inclining to flesh; very double with full center. Terry's. This name means something very fine. He spent his life perfecting the finest. Each, 50 cents; per 10, \$4.50.

Mrs. Bryan. Large flower, full double, dark rose, changing to light; especially pleasing; mid-season. (Terry.) Each, 50 cents; per 10, \$4.50.

General Schofield. Pale rose striped with crimson; tall, robust grower; mid-season. (Terry.) Each, 60 cents; per 10, \$5.50.

CRIMSON AND VARIATIONS.

Prices for Varieties Listed Below.

	Each	10	100
Three to six eye plants.....	\$0.40	\$3.00	\$25.00

Carnation. Bright crimson throughout; outer petals broad; center finely fringed; mid-season. (Terry.)

Grandiflora. A beautiful light crimson; tall, strong stems; late.

Martha. Rosy-crimson and white; good from all standpoints. (Terry.)

Prices for Varieties Listed Below.

	Each	10	100
Three to six eye plants.....	\$0.45	\$3.50	\$30.00

Anna. Large, fringed flower; bright crimson and rose; mid-season. (Terry.)

Belle. Large flower; bright purplish crimson; mid-season. (Terry.)

Crimson Queen. Bright, light crimson; beautifully fringed; blooms in clusters; mid-season. (Terry.)

Delache. Large, full double, bright crimson flower. (Delache.)

Rachel. Dark purplish crimson; full double; late. (Terry.)

Victor. Crimson with lighter stripes; full double; blooms early. (Terry.)

Varieties at Special Prices.

Bono. Full double flowers; dark purplish-crimson; late. (Kelway.) Each, 50 cents; per 10, \$4.50.

Doctor Lindley. Large dark crimson flower, a tall grower; mid-season. (Terry.) Each, 50 cents; per 10, \$4.50.

Ella. Very large, light crimson flower; full double; late. (Terry.) Each, 50 cents; per 10, \$4.50.

General Hooker. Bright crimson striped and edged with white; full double; strong grower; mid-season. Terry's gorgeous. Think of red striped with white. Each, \$1.00; per 10, \$9.00.

Mary Smith. Purplish crimson; full double; late; very beautiful; must be seen to be appreciated. (Terry.) Each, 75 cents.

PINK.

Prices for Varieties Listed Below.

	Each	10	100
Three to six eye plants.....	\$0.45	\$3.50	\$30.00

Delicatissima. Very large; clear pink; exceptionally fragrant; free bloomer; a quality flower in every sense; medium early.

Humeii. An old variety, but still considered one of the very best late ones. The flower is immense, bending down the strong stems, which gives the plant a sort of weeping habit; deep rosy pink; shaggy petals.

Jenny Blake. Bright rosy-pink; full double; blooms early. (Terry.)

Euphemia. Flesh color with crimson blotches. Mid-season. Lovely and rare. (Terry.)

WHITE AND VARIEGATED.

Prices for Varieties Listed Below.

	Each	10	100
Three to six eye plants.....	\$0.45	\$3.50	\$30.00

Lady Darmouth. Pinkish white; very light inner petals splashed with yellow; late. (Terry.)

Varieties at Special Prices.

Emily. Almost pure white, edged very slightly with crimson; mid-season. Each, 60 cents; per 10, \$5.50.

Mrs. Douglas. Pure white except the outer petals, which are slightly tinted with rose; center finely fringed; mid-season. Each, 75 cents; per 10, \$6.00.

PURPLISH AND STRAW COLOR.

Prices for Varieties Listed Below.

	Each	10	100
Three to six eye plants.....	\$0.45	\$3.50	\$30.00

Irene. Outside petals broad, pale purple; inside bright straw, finely fringed; mid-season. (Terry.)

Terry's Superba. One of the heaviest bloomers we have seen; light purplish flowers in clusters; mid-season. (Terry.)

Varieties at Special Prices.

Princeps. Straw color, changing to white; outside petals broad; inside fringed; early. Each, 60 cents; per 10, \$5.50.

Bertha. Very large, full double flower; late. (Terry.) Each, 75 cents; per 10, \$7.00.